AUTHENTICATED
U.S. GOVERNMENT
INFORMATION
GPO

# House Calendar No. 1

105TH CONGRESS
*1st Session*

HOUSE OF REPRESENTATIVES

REPORT
105–1

IN THE MATTER OF REPRESENTATIVE NEWT GINGRICH--
pages 701 to 800

We do not have to convince people that the bureaucracy is arrogant, wasteful and obsolete. Every day they encounter the growing gap between public and private goods and services.

Being negative, focusing on the failure, and opposing the welfare state's newest bad ideas is in the end a dangerous activity trap. If we are simply the anti-welfare state effort we will fail to arouse the American people.

The challenge to us is to be positive, to be specific, to be intellectually serious, and to be able to communicate in clear language a clear vision of the American people and why it is possible to create that America in our generation.

Once the American people understand what they can have they will insist that their politicians abolish the welfare state which is crippling them, their children, and their country and that they replace it with an opportunity society based on historically proven principles that we see working all around us.

In the end the people are sovereign. It is their country and when informed and aroused they cannot be stopped.

Across the planet. From Mexico to Italy, Russia, the Czech Republic, Poland, Ukraine, Romania-again and again popular pressure is forcing real change in obsolete governments.

Now it is the American people's turn to replace a destructive obsolete system so they can begin to create an America that is safe, prosperous and free.

Exhibit 73

DRAFT

Renewing America
Strategies

To implement our vision of renewing America by informing and arousing the American people so they insist on replacing the welfare state with an opportunity society we must:

1. Create a clear vision of a renewed America, outline the principles that make it possible to renew America by replacing the welfare state with an opportunity society. Communicate the dramatic improvement in all phases of life for virtually all Americans that will then become possible;

2. Communicate that vision in everyday language so all Americans can understand what is at stake and what they can do to improve their lives;

3. Communicate the vision in specialized media as applied to

Exhibit 73

specialized topics so activists and interested citizens can see how their values and their lives would improve;

4. Recruit members of congress, governors, legislators, mayors, city council members, county commissioners and school board members so they become actively committed to renewing America by applying the 5 principles to replace the welfare state with an opportunity society;

5. Recruit grass root organizations so they explicitly work to renew America;

6. Educate candidates and activists so they can develop campaigns and candidacies specifically committed to renewing America;

7. Educate the news media (including talk radio hosts) into the concepts of renewing America, applying the 5 pillars, and replacing the welfare state with an opportunity society and wherever possible recruit these as active allies;

8. Educate and recruit business leaders with a specific emphasis on entrepreneurs, minority businesses and business focused on the world market, high technology and quality and seek to get the businesses committed to applying the 5 pillars to their own activities, to supporting efforts to replace the welfare state and to supporting candidates committed to renewing

Exhibit 73

America;

9. Educate and recruit teachers whenever possible at all levels of education so students and faculty can begin to study the principles of renewing America and the concepts of replacing the welfare state with an opportunity society;

10. Collect success stories and build a network of those who are succeeding and those who want to succeed. The successful will be strengthened and enhanced while the aspiring will be educated, reinforced and empowered. When enough activists and innovators have been networked together there will be a genuine movement committed to and actually engaged in renewing America;

11. Create a series of bold sweeping congressional proposals for replacing the welfare state and build popular support for each proposal;

12. Whenever possible force votes on the House and Senate floors in Committees and subcommittees on replacing the welfare state;

13. Encourage people to run for office committed to renewing America and replacing the welfare state and arouse volunteers, contributors and voters to elect committed candidates and to help them implement the renewal;

Exhibit 73

DRAFT

TO: Gail Wilensky

FROM: Newt

cc: Steve Hanser, Jeff Eisenach, Joe Gaylord, Nancy Desmond, Brenda Fitzgerald, Tony Blankley, Alan Lipsets

Thinking Through a Revolution in Health

In order to begin thinking about a new policy model in health, I want to propose the following areas to review. This lays out a thought process that is not intended to lead to any particular policy conclusions.

My goal is to first figure out how to think about the problem before we get drowned in the details of the actual proposal.

1. Goals for health in America

   This should be a statement of the national health system citizens should expect to have in place (preventive care, wellness, systems of treating illness, dealing with aging and so on). Since this is a "revolution," we need to think hard about how our goals are different from what others.

2. An individual's view of health in America from birth to death.

   As opposed to a look at our national system, this is a micro-system individual approach. What should I expect and what should others expect of me?

   Here we may want to consider individuals' perceptions and expectations of the health care system.

3. The principles we believe that are the keys to implementing a system that will provide optimum health and the best health care at the least cost.

   It is important to develop first principles. Yet, we must be aware that this is an iterative process. As we develop the details of our proposed system, we will undoubtedly have to rethink and modify our first principles in the light of new complexities and an improved understanding of reality.

4. Find specific examples of success at how our first principles are now applied in health. We can prove that they are not merely theoretical. In this way, people can identify successes to be studied and models to be replicated and built on. If possible, each principle should have numerous more examples that are working today in the real world.

Exhibit 73

5. With the macro and micro goals and the first principles, we need to design the specific health systems and state what we would advocate.

   Here our thinking should include consideration of the delivery system and financing with particular emphasis on the set of incentives intrinsic in any system we examine.

6. We may then want to design a pilot project which could move us from where we are to where we want to go.

   However, we may also want to consider finding and illustrating examples of where we think our health system is working right. From there, we can examine the barriers that prevent others from adapting these innovations.

7. Once we have a clear, understandable and defensible outline, we should share it with others for their critique.

What I am trying to do above is to walk through an intellectual process. Let me know if you think this is the right process; I'm open to changes.

Exhibit 73

DRAFT

Renewing American Civilization

Our Goal

In order to have a healthy, prosperous and safe America we must replace the welfare state. Replacing the welfare state is a moral and national imperative because:

1. It is impossible to maintain civilization with twelve year olds having babies, fifteen year olds killing each other, seventeen year olds dying of aids, and eighteen year olds getting diplomas they can't read.

2. The welfare state has simply failed. This is not a debatable point. Watch any three nights of local television news in any American big city. If that isn't a portrait of failure it is hard to imagine what would be.

3. The welfare state must be replaced because it cannot be repaired. The problems of the welfare state start with its core design. Bureaucracies replacing markets, citizens being reduced to clients, rules that undermine the work ethic and the family and prohibitions against acquiring property all undermine the human characteristics which the founding fathers believed were the essence of a healthy society.

Our overall goal is to develop a blueprint for renewing

Exhibit 73

America by replacing the welfare state, recruit, discover, arouse and network together 200,000 activists including candidates for elected office at all levels, and arouse enough volunteers and contributors to win a sweeping victory in 1996 and then actually implement our victory in the first three months of 1997.

Our specific goals are to:

1. By April 1996 have a thorough, practical blueprint for replacing the welfare state that can be understood and supported by voters and activists.

We will teach a course on Renewing American civilization on ten Saturday mornings this fall and make it available by satellite, by audio and video tape and by computer to interested activists across the country. A month will then be spent redesigning the course based on feedback and better ideas. Then the course will be retaught in Winter Quarter 1994. It will then be rethought and redesigned for nine months of critical re-evaluation based on active working groups actually applying ideas across the country the course will be taught for one final time in Winter Quarter 1996.

2. Have created a movement and momentum which require the national press corps to actually study the material in order to report the phenomenon thus infecting them with new ideas, new language and new perspectives.

3. Have a cadre of at least 200,000 people committed to the general ideas so they are creating an echo effect on talk radio and in letters to the editor and most of our candidates and campaigns reflect the concepts of renewing America.

Exhibit 73

Replacing the welfare state will require about 200,000 activists (willing to learn now to replace the welfare state, to run for office and to actually replace the welfare state once in office) and about six million active supporters (willing to write checks, put up yard signs, or do a half day's volunteer work). America is simply too big a country for even a very strong President or even a President and Congress to decisively replace the welfare state. In America local school boards, hospital boards, voluntary associations, city councils, county commissions, elected judges, state legislatures, Governors and statewide elected officials as well as key civil servants, Congress and the President all have to be involved if America is to change.

By electing a team committed to renewing America with a blueprint clearly understood by the activists, the supporters and the public it will be possible to move immediately and decisively. By creating a blueprint and a movement from the precinct to the Presidency it will be possible to replace the welfare state at all levels simultaneously.

Exhibit 73

# EXHIBIT 74

4-23-93 = Add

To: Joe, Jeff, and Barry

From: Pam

This morning I spoke with Tim Mescon. Attached is the draft of what he will send to Heather Richardson after one of you has signed off. Please let me know if this letter is correct and I will call Tim today to have him get it in the mail.

In addition, he has had a conversation with Melissa Cain of Cracker Barrel and he believes they might be interested in a $25,000 corporate donation. He says someone on Newt's staff needs to call her. Please let me know who that will be and as follow-up should Tim send the same letter to her. Her number is (615) 443-6588. me

4/29 – called for her title + to tell her budget on my next week & Cracker Barrel could provide course to employees.

need [illegible] requested 4/26 10:30 A.M.

bullets & budget.

Exhibit 74

PP000067

Office of the Dean
School of Business Administration
Post Office Box 444
Marietta, Georgia 30061
(404) 423-6425
Fax (404) 423-6539

**DRAFT**

April 23, 1993

add-goal
100,000 students
corp/university
-4 yr program
-Budget
-Bullets

Ms. Heather Richardson
The Randolph Foundation
200 East 94th Street
Suite 1615
New York, New York 10128

Dear Ms. Richardson:

During the Fall quarter, 1993, the School of Business Administration at Kennesaw State College hopes to offer a live, ten week course taught by Congressman Newt Gingrich. Entitled RENEWING AMERICAN CIVILIZATION, this course will be telecast via satellite to a multitude of downlink sites around the United States. This course has never before been offered. In order to effectively deliver a high quality effort, I am requesting support from The Randolph Foundation in the amount of $50,000. Total delivery costs for this effort will reach $250,000.

RENEWING AMERICAN CIVILIZATION will focus on identifying and fostering those underlying values and attitudes that enable free-market, private enterprise and democratic systems to function and flourish. Indeed, the course addresses those issues essential for the preservation and continuing development of Western Civilization. The course will be taught on ten consecutive Saturdays, beginning September 18th. Each week, Congressman Gingrich will focus on a topic critical to the long term economic viability of the United States. The ten topics include:

- Renewing American Civilization
- Personal Strength
- Quality: Deming's Profound Knowledge
- Technological Progress
- Entrepreneurial Private Enterprise
- Principles of American Civilization
- Economic Growth
- Health
- Saving the Inner City
- Citizenship for the 21st Century: The Founding Fathers in the Information Age

A readings book featuring the works of some of this nation's great leaders and innovators will be published in conjunction with this course. Additionally, all lectures will be available

Exhibit 74

**DRAFT**

Ms. Heather Richardson
April 23, 1993
Page 3

for widespread distribution on video and audiotapes. The course itself, GBA 890/490 will be offered to a group of 200 undergraduate and graduate students on the Kennesaw State campus while simultaneously broadcast throughout the nation. Congressman Gingrich will grade all assignments and will team teach on campus with a designated faculty member.

Kennesaw State College (KSC) enrolls more than 12,000 students in undergraduate and graduate courses. The 175 acre suburban campus is situated on I-75, twenty miles north of downtown Atlanta. KSC is the largest senior college in the University System of Georgia. In recent years, *U. S. News & World Report* recognized Kennesaw State three years running, as one of the up and coming colleges and universities in the southeastern United States. Currently, the School of Business enrolls more than 4,000 students in undergraduate and graduate study and at the graduate level, we enroll close to 700 students in both our MBA and MBA for Experienced Professional programs.

I am very excited and indeed proud of this initiative and would gratefully appreciate any consideration you could provide. All support for this academic effort should be directed to the Kennesaw State College Foundation, Inc., a 501 (c) 3 corporation, and designated for the RENEWING AMERICAN CIVILIZATION PROJECT.

Thank you for considering this request. Should you have any specific questions, please do not hesitate to contact me directly.

Sincerely,

Timothy S. Mescon, Ph.D.
Dean

TSM:ss

Exhibit 74

615 443-6588

4/23 she Melissa Cain
- needs info. / "general inquiry" [illegible]
- send her Mescon letter, under my signature
& budget
- life program ← pant up.

= Melissa Cain ← Crockett Ravel Old Country Star
= PO Box 787
Lebanon, Tn 37088 - 0787

= I need to take course
To Q.C.B. Charter members.

[illegible]

memo saved 456 = I'll call her $3 Tolleher
It is coming.

PP000063

Exhibit 74

Saved
Cain

draft

Ms. Melissa Cain
Marketing Manager
Cracker Barrel Old Country Store
P.O. Box 787
Lebanon, TN 37088-0787

Dear Ms. Cain:

Beginning in the Fall quarter, 1993 and offered again Winter quarter 1994, (?) quarter 199? and (?) quarter 199?, the School of Business Administration at Kennesaw State College plans to offer a live, ten week course entitled RENEWING AMERICAN CIVILIZATION, taught by Congressman Newt Gingrich. This course will be offered for credit to a group of 200 undergraduate and graduate students on the Kennesaw State campus and will be telecast via satellite to a multitude of downlink sites throughout the United States with the projected viewing population reaching over 100,000. In order to successfully deliver a high quality effort, I am requesting multi-year support from Cracker Barrel Old Country Store. Total delivery costs for this effort are $240,000 per quarter.(?)

During the Winter quarter and subsequent quarters, Kennesaw State College will work with other colleges and universities to provide the course for credit on their campuses. Initial outreach has produced a substantial degree of interest. In addition, corporations, associations, and organizations will be encouraged to downlink the course for employees and members.

RENEWING AMERICAN CIVILIZATION will focus on identifying and fostering those underlying values and attitudes that enable free-market, private enterprise and democratic systems to function and flourish. Indeed, the course addresses those issues essential for the preservation and continuing development of American Civilization. The course, during the Fall 1993 quarter, will be taught ten consecutive Saturdays, beginning September 18, 1993. Each week Congressman Gingrich will focus on a topic critical to the long term quality of life for Americans. The ten topics include:

* Renewing American Civilization
* Personal Strength
* Quality: Deming's Profound Knowledge
* Technological Progress
* Entrepreneurial Private Enterprise
* Principles of American Civilization
* Economic Growth
* Health
* Saving the Inner City
* Citizenship for the 21st Century: The Founding Fathers in the Information Age

Exhibit 74

A readings book featuring the works of some of this nation's great leaders and innovators will be published in conjunction with this course. Additionally, all lectures will be available for widespread distribution on video and audiotapes. Congressman Gingrich will grade all assignments ( for KSC only or leave that fact out ?) and will team teach on campus with a designated faculty member.

Kennesaw State College enrolls more than 12,000 students in undergraduate and graduate courses. The 175 acre suburban campus is situation on I-75, twenty miles north of downtown Atlanta. Kennesaw State College is the largest senior college in the University System of Georgia. In recent year, U.S. News & World Report recognized the college three years running as one of the up and coming colleges and universities in the southeastern United States. Currently, the School of Business enrolls more than 4,000 students in undergraduate and graduate study and at the graduate level we enroll close to 700 students in both our MBA and MBA for Experienced Professional programs.

I am very excited and, indeed, proud of this initiative and would gratefully appreciate the support of Cracker Barrel Old Country Store. All grants for this academic effort should be directed to the Kennesaw State College Foundation, Inc., a 501 (c)3 corporation, and designated for the RENEWING AMERICAN CIVILIZATION PROJECT.

Thank you for considering this request. Should you have any specific questions, please do not hesitate to contact me directly.

Sincerely,
Timothy S. Mescon, Ph.D.
Dean

cc: Jeff Eisenach
Pamla H. Prochnow

Exhibit 74

**716**

letter drafted —
Fax/received —
Will FAX to me
OK.
he has talked to her
Melissa Cook in
Crocker Barrel
615 443-6588
he gave info to
Barry —
25,000 corp.
contributor
someone called
her PP000066
Marketing manager

Exhibit 74

4-23-1993

To: Dr. Tim Mescon

From: Pamla H. Prochnow

After my conversation with Melissa Cain, I think the letter should include the number of people you hope to reach through the uplink. I have heard the number 100,000. Also if you can mention in the letter that the plan is to offer this course for 3 out of the next 4 years. My experience is that donors like to see information of that sort.

For the budget page, I had several suggestions which I did discuss with Jeff.
Maybe most of my ideas could be incorporated in a "bullet" page or added under each item. Basically there needs to be some additional information about the costs. I've written on the budget page and hope you can read it.

Thanks for moving so quickly on this. The letter is very good and I think we will be able to use the same finished document to Melissa Cain. She indicated she was collecting the information about the course for two people at Cracker Barrel who I will see over the weekend. Hopefully, working together we can get the funds needed. Good working with you.

Exhibit 74

GOPAC

THE NATIONAL GRASS-ROOTS ORGANIZATION BUILDING REPUBLICAN LEADERS FOR AMERICA'S FUTURE

440 FIRST STREET NORTHWEST
SUITE 400
WASHINGTON, D.C. 20001

PHONE (202) 484-2282
FAX (202) 783-[illegible]

NEWT GINGRICH
GENERAL CHAIRMAN

HOWARD H. CALLAWAY
CHAIRMAN

Mescon
0185

TELECOPY TRANSMISSION
COVER SHEET

TO Tim Mescon

FROM Pamela Rochwood

DATE 4-29-93

TOTAL # OF PAGES (including cover sheet) 7

REMARKS/MESSAGES

1) Please send to Heather ASAP.
2) Note few letter changes and cc:s
3) New budget you discussed with Joe attached.
Note addition of where to send grant.
4) Attached two pieces I believe would be valuable to the proposal letter.
For Melissa Cain 5) I am going to work on materials a bit, send to you for your review, and next week we shou be able to get that out.
6) Other potential donors I will res and talk to you about.
7) Thanks for working with me.

TROUBLE? - PLEASE CALL (202) 484-2282.

Exhibit 74

Authorized and paid for by GOPAC on recycled paper

PP001082

file/[illegible]

B.P. - Kohler (Note Sale) 4/93 meeting or Kohler

Direct Mail. - $

- message out
- Newt's name out

- GOPAC has shared corporate vision

- GOPAC needs "clear mission"
  - several well defined programs like WWS / PCFUSA

need chairman or "return call"

- Gavel Club Sept 3, 92 Eisenach memo

D.M. - catalogue - letter from NG
- 5 envelopes [illegible] - letter from
Newt says - enclosed check
result of Gavel Club program

[illegible] 300+ who made Gavel Club pledges
C.M. - not Gavel members
members Home & Senate not Gavel members
10,000 who did not respond to G.C. in
4,000 from state chrs
High dollar lists purchased

D.R. negatives - D.M. produces under 1% return
- 2 stage print Gavel Club only not 900
- Federal $ could be raised other [illegible]
through stat chairs & others

does GOPAC have a state org. pt person
all states?

Exhibit 74

Year: 2000000 [illegible] $ Sol

GOPAC 2½ -

2 Charter meetings 200 x 10,000 sent 1/4 Progress Freedom Fou

sent 1/4 Newt's course

1 ~~2~~ Regional swing = 1/4 $ challenges (under GOPAC

1 State of the Union - ? ~~3½~~ 3¼

call time - reinforce

direct mail - 500,000

Gavel Club. 1000 x $1,000 - $1,000,000

Direct mailing +

State meetings = where travel 10 a year? all level

Get-Acquainted DC meetings = as needed + 1 quarter

1 Dinner Group > 25,000 x 10 = 250,000

1 Summer event ? >

GA Dinner Group (FONG/CM)

proposal writing - Foundation - ~~[illegible]~~

" - NG course

Exhibit 74

PP001083

GOPAC

THE NATIONAL GRASS-ROOTS ORGANIZATION BUILDING REPUBLICAN LEADERS FOR AMERICA'S FUTURE

440 FIRST STREET NORTHWEST
SUITE 400
WASHINGTON, D.C.
20001

PHONE (202) 484-2282
FAX (202) 783-3306

NEWT GINGRICH
GENERAL CHAIRMAN

HOWARD H. CALLAWAY
CHAIRMAN

Mescon
0208

TELECOPY TRANSMISSION
COVER SHEET

TO Dr. Tim Mescon

FROM Paula Prochovec

DATE 4-29-93

TOTAL # OF PAGES (including cover sheet) 7

REMARKS/MESSAGES

draft For Melissa Cain

TROUBLE? - PLEASE CALL (202) 484-2282.

Authorized and paid for by GOPAC on recycled paper

Exhibit 74

For Melissa Cain / Cracker Barrel

draft budget for Dr. Tim Mescon

Mescon 0209

RENEWING AMERICAN CIVILIZATION
KENNESAW STATE COLLEGE
SCHOOL OF BUSINESS
GBA 890/MGT 490, FALL 1993 / Winter 1994
MARIETTA, GEORGIA

Pro Forma Annual Budget

Program Production: Saturday uplink satellite services provided by videotape associates including:
~~10 consecutive Saturdays beginning September 18, 1993~~
technical director/audio engineer
production coordinator
basic lighting package
camera operators (2)
cameras (2)
betacam playback deck
wireless microphone
audio mixing console
ifbs
2.25 hours of uplink on ku-band
2.25 hours of downlink
2.25 hours of uplink turnaround time on c-band

Tim - do you double all of this
Randy

| | |
|---|---|
| | $72,250 |
| Video Production:<br>(for course presentation) | $30,000 |
| Text Production and Mailing:<br>(~~seed money~~) | $10,000 |
| Staff:<br>(course coordinator-$25,000-($42A x 7 mo)<br>(up/down link coordinator-$14,000-($24A x 7 mo)<br>(clerical-$10,500-($18A x 7 mo)<br>double ? | $49,500 |
| Benefits: | $ 7,425 |
| Printing: | $10,000 |
| Postage/Delivery: | $10,000 |
| Telephone/copying/fax: | $ 5,000 |

Exhibit 74

Mescon
0210

| | |
|---|---|
| Travel: | $13,500 |
| Materials: | $ 5,000 |
| Transcription: | $ 2,500 |
| Delayed Presentations (West Coast) | $ 4,000 |
| Misc: | $ 2,500 |
| Kennesaw State Foundation program support | $22,167 |
| TOTAL | |

Kennesaw State College and the School of Business will provide a full time faculty member to team-teach GBA 890/490 with Congressman Gingrich. Additionally, office space and secretarial support will be provided for the Program Coordinator, along with an appropriate administrative supply budget. The course will be conducted in room 151 of the A. L. Burruss Building. This state-of-the-art lecture facility is the finest of its kind in the new $11 million business building. Finally, all marketing mailings will be processed by the College, which will also coordinate the utilization of a toll free telephone number and satellite registrations utilizing major credit cards.

Donations should be made payable to:

Kennesaw ~~State College Foundation, Inc.~~
***Address****???????

(designate for the Renewing American Civilization Project)

Exhibit 74

Mescon
0211

Renewing American Civilization

COURSE OUTLINE

Some General Principles:

1. Each two hour lecture should be understandable on its own terms as a freestanding experience:

a. It should begin with a five minute or less introduction to the concept of renewing American civilization.

b. It should report on the good ideas, critiques and examples sent in during the week by participants but within a context and clarity that makes the ideas and suggestions clear to someone who did not hear the previous week's lecture and for no more than fifteen minutes.

c. It should spend fifteen minutes explaining the concept of that week's topic, why it is essential to renewing American civilization, and what its key principles and definitions are.

d. For an hour the structure of thought underlying that week's topic should be explained as systematically as possible and with a practical implementation illustration for each key point if time permits.

e. For fifteen minutes it should focus on how people could apply this concept to their local efforts by reporting on groups, projects and people who have actually been applying these ideas to renewing American civilization in their own profession, community or area of interest. Probably three examples of success in action will be the optimum for any one topic.

f. For the last ten minutes people should be introduced into how they could study this topic more deeply. Books, video and audio tapes, consulting and educational opportunities, associations, etc... could be mentioned at this point as opportunities for people and groups to further their understanding of this particular topic.

Exhibit 74

Mescon
0212

Introduction to the course 4/18/93

Three paragraphs define where we are today. If you agree with these paragraphs you will find the rest of this course useful. If you disagree with any or all of these paragraphs you might find this course irrelevant or irritating - As I go through these three paragraphs you can decide if you agree with the premise of this course.

1. No civilization can succeed if it has 12 year olds having babies, 15 year olds shooting each other, 17 year lds dying of AIDS, and 18 year olds getting diplomas that th can't read.

Do you agree that American civilization is decaying?

Agree ---
Disagree ---

2. The welfare state has clearly failed. The violence, brutality and bloodshed we see every night on local television news is proof positive of that failure. However good its intentions, however noble its hopes, the simple fact is that welfare, public housing, permissive education, and a variety of social experiments have combined to produce a disaster for the people most effected, a danger to all of us and a threat to America's future.

Do you agree that the welfare state has failed?

Agree ---
Disagree ---

3. It is our generation's job to draw on the lessons of American history, the principles of American civilization and the technologies and management lessons created by the Information Revolution and the world market. Together these sources can provide a framework of thought, the set of principles, and the insights necessary to replace the welfare state. It is our mission to replace and not merely repair the welfare state. In that process we can renew American civilization and give ourselves, our children, and our grandchildren greater opportunities, a higher quality of life, better jobs with better take home pay and greater safety than anything the welfare state can imagine.

Do you agree that it is our job to renew American civilization?

Agree ---
Disagree ---

Exhibit 74

**PP000129**

Pamela -
Please review &
let's discuss.

Exhibit 74

# RENEWING AMERICAN CIVILIZATION
## Fall 1993 Operating Budget

Time

### BUDGET SUMMARY

| | | |
|---|---|---|
| **Program Production** | | |
| Lecture Coverage, Uplinking, etc. | $72,250 | |
| Video Inserts | 30,000 | |
| Non-Video Graphic Support | 5,000 | |
| Program Production Total | | $107,250 |
| **Printing** | | |
| Registration Flyers | $10,000 | |
| Seminar Leader "Get-Started" Packages | 2,500 | |
| Registration Confirmation Cards | 500 | |
| Seminar Leaders Guides | 1,250 | |
| Follow-Up Surveys | 5,000 | |
| Printing Total | | $19,250 |
| **Postage** | | |
| Registration Flyers | $7,250 | |
| Seminar Leaders "Get-Started" Packages | 1,000 | |
| Registration Confirmation Cards | 4,750 | |
| Seminar Leaders Guides | 500 | |
| Follow-up Surveys | 7,500 | |
| Misc. Postage/Delivery | 5,000 | |
| Postage Total | | $26,000 |
| **Staff Support** | | |
| Project Direction | $30,000 | |
| Course Coordinator | 25,000 | |
| Downlink Coordinator | 17,000 | |
| Development Coordinator | 10,000 | |
| Staff Support Total | | $82,000 |

Exhibit 74

OPERATING BUDGET SUMMARY (Continued)

| | |
|---|---|
| Travel | $13,500 |
| Materials & Miscellaneous | $5,000 |
| SUBTOTAL | $253,000 |
| Kennesaw Foundation Program Support | $25,300 |
| TOTAL | $278,300 |

Exhibit 74

# RENEWING AMERICAN CIVILIZATION
## Fall 1993 Operating Budget

### BUDGET JUSTIFICATION AND DETAIL

**PROGRAM PRODUCTION** **$107,250**

Includes costs of producing and televising 10 two-hour lectures from the campus of Kennesaw State College on consecutive Saturday mornings beginning September 18, 1993

Lecture Coverage, Uplinking, etc. $72,250

Includes technical director, audio engineer, production coordinator, basic lighting package, camera operators (3), cameras (3), betacam playback deck, wireless microphone, audio mixing console, ifbs, 2.25 hours of uplike on ku-bank, 2.25 hours of downlink, 2.25 hours of turnaround time on c-band.

Video Inserts $30,000

Includes production coordinator, pre-production fees, crew costs, travel costs, video library search fees, royalties, etc. for production of 5-10 minutes of video insert material for each lecture, a total of 50-100 minutes of video.

Non-Video Graphic Support $5,000

Includes design and production of charts, slides, overheads and other non-video support materials to be utilized in the lectures.

**PRINTING** **$19,250**

Includes all printing costs for materials required in connection with outreach to potential downlink sites and coordination with them. (Related costs associated with incoming 800 number, data base management, caging and fulfillment are discussed in Note 1, below.)

Registration Flyers $10,000

Assumes 100,000 8 1/2 x 14 inch printed two-color registration flyers, with tear-off return registration card, @ $0.10.

Exhibit 74

PRINTING, cont.

Seminar Leader "Get-Started" Packages $2,500

Assumes 1,000 Seminar "Get-Started" packages, in the form of a 25-page photocopied booklet with heavy-stock cover, covering how to find a site, recruit participants, get publicity, etc., @ $2.50.

Registration Confirmation Cards $500

Assumes 50,000 registrants each of whom receive a post-card confirmation of registration form, @ $0.02.

Seminar Leader's Guides $1,250

Assumes 500 confirmed remote sites with the coordinator of each confirmed site receiving a Seminar Leader's Guide, in the form of a 25-page photocopied booklet with information on how to conduct a seminar, guidelines for follow-up discussions, etc., @ $2.50.

Follow-Up Surveys $5,000

Assumes 50,000 participant follow-up surveys on 8 1/2 x 14 paper, printed in two colors, @ $0.10.

POSTAGE **$26,000**

Registration Flyers $7,250

Assumes 25,000 registration flyers mailed first class, @ $0.29. (Also assumes additional 75,000 flyers are distributed by hand, or postage paid by participating institutions.)

Seminar Leaders "Get-Started" Packages $1,000

Assumes 1,000 "get started" packages mailed to potential site hosts, first class, at $1.00 each.

Registration Confirmation Cards $4,750

Assumes 25,000 registration confirmation cards mailed first-class @ $0.19.

Exhibit 74

**POSTAGE, continued.**

Seminar Leader's Guides $500

Assumes 500 Seminar Leader's guides mailed first class @ $1.00.

Follow-up Surveys $7,500

Assumes 50,000 follow-up surveys mailed third class @ $0.15.

Misc. Postage/Delivery $5,000

Includes overnight charges, shipping, etc.

**STAFF SUPPORT** **$82,000**

Includes direct staff support for the project provided by the Kennesaw Foundation.

Project Direction $30,000

Project fee to Washington Policy Group, Inc., for 1/2 time services of Project Director and assistant, June-September, 1993. (Washington Policy Group has extensive experience coordinating teleseminar programs of this nature, including project management of American Opportunities Workshop and American Citizens' Television. This fee covers all aspects of project management and coordination, including budget development, course materials, outreach, fundraising, etc.)

Course Coordinator $25,000

Salary for full-time course materials coordinator, May-November 1993. Course materials coordinator will compile and catalogue research materials, communicate with course content reviewers and contributors, oversee content of and production of video and non-video class materials, etc. (Office space and overhead support provided by Kennesaw State College. See Note 2.)

Exhibit 74

**STAFF SUPPORT, continued.**

Downlink Coordinator $17,000

Salary for full-time downlink coodinator, May-November 1993. Downlink coordinator will oversee all outreach activities to colleges and universities, businesses, community groups, etc., as well as class registration, fulfillment, ongoing coordination with site hosts, etc. Includes $3,000 for health insurance & related benefits. (Office space and overhead support provided by Kennesaw State College. See Note 2.)

Development Coordinator $10,000

Contract support for part-time development staff to coordinate outreach to potential and actual supporters. (Materials, overhead costs, etc. provided by Kennesaw Foundation.)

**TRAVEL $13,500**

Includes travel associated with outreach, development, project coordination, etc.

**MATERIALS & MISCELLANEOUS $5,000**

Includes purchase of research materials (books, etc.), and miscellaneous unanticipated costs (e.g. long-distance).

**KENNESAW FOUNDATION PROGRAM SUPPORT $25,300**

Overhead for program support provided by Kennesaw Foundation, including stationery, telephones, office space, copying, etc.

* * *

**TOTAL PROGRAM SUPPORT REQUIREMENTS $278,300**

Exhibit 74

NOTE 1: "READINGS IN RENEWING AMERICAN CIVILIZATION," DATA BASE, ETC.

Kennesaw State College and the Kennesaw State College Foundation have agreed with the Progress & Freedom Foundation (PFF), a research and educational organization located in Washington, D.C. for PFF to produce a book of readings and support materials (Readings in Renewing American Civilization) that will be used by students in the Renewing American Civilization Class.

The book of readings will be developed by PFF, and will include original articles by leading scholars designed to support each of the ten lectures associated with the class. The syllabus for the class will be published as an appendix to the book of readings. The book is anticipated to run 250-275 pages in length and will be published in softbound form.

The book will be published by McGraw-Hill and mailed directly to students, who will be charged a $24.95 "registration fee" to cover the following costs:

- Printing of the book itself;
- "Caging" of registration fees received in response to the registration flyer mailed by the Kennesaw Foundation;
- Incoming "800" number charges for those who choose to register through an incoming 800 number service, which will work under contract with PFF and the Kennesaw Foundation;
- Mastercard and VISA fees for registration by credit card;
- Compilation and maintenance of a comprehensive data base of all course participants, including a complete listing of all remote seminar sites;
- Addressing and mailing of registration confirmation cards;
- Shipping.

Through this arrangement, the costs of building and maintaining a data base of course participants and providing them with necessary background materials for participating in the class will be substantially covered at no out-of-pocket cost to the Kennesaw State College Foundation or Kennesaw State College.

Exhibit 74

NOTE 2: KENNESAW STATE COLLEGE PROGRAM SUPPORT

Kennesaw State College and its School of Business will provide a full-time faculty member to team-teach GBA 890-490 with Mr. Gingrich. Additionall, office space and secretarial support will be provided for the Program Coordinator and Downlink Coordinator, along with an appropriate administrative supply budget. The course will be conducted in Room 151 of the A.L. Burruss Building. This state-of-the-art lecture facility is the finest of its kind in the new $11 million business building.

NOTE 3: AUDIO AND VIDEO CASSETTE AVAILABILITY

It is the intention of Kennesaw State College and the Kennesaw State College Foundation to make the class available to students at remote sites through audio and video tape cassettes of the lectures.

Audio and video cassettes will be made available through a private sector vendor on both a "real time" (i.e. Priority Mail deilvery the week following each class) and "library" basis (i.e. boxed sets of all lectures, produced and distributed after completion of the class in November/December 1993).

Prices charged for these materials will fully cover their reproduction and distribution costs. Orders will be accepted both through Kennesaw State College, by mail, and through the incoming "800" number facility discussed in Note 1 above.

Exhibit 74

PP000138

Renewing American Civilization Budget

| | |
|---|---|
| Program production | |
| uplink satelite etc 7,275 x 10 | 72,250 |
| Video Production (for course presentation) | 30,000 |
| Text production and mailing (seed) | 10,000 |
| Staff | |
| course coor. 25000 (42K A x 7 mo) | 49,500 |
| Downlink Uplink Coor. 14000 (24 A x 7) | |
| Clerical 10,500 (17A x 7) | |
| Benefits | 7,425 |
| Printing | 10,000 |
| Postage + Delivery | 10,000 |
| Telephone, Copying, fax | 5,000 |
| Travel | 13,500 |
| Materials | 5,000 |
| Transcriptions | 2,500 |
| Delayed presentations (WISCONSIN) | 4,000 |
| misc. exp | 1,500 |
| K.S. Foundation support 10% 22,167 | 221,675 |

Exhibit 7A

SAVED:
KSC Budget

draft budget for Dr. Tim Mescon

RENEWING AMERICAN CIVILIZATION
KENNESAW STATE COLLEGE
SCHOOL OF BUSINESS
GBA 890/MGT 490, FALL 1993
MARIETTA, GEORGIA

Pro Forma Annual Budget

Program Production: Saturday uplink satellite services provided by videotape associates including:
10 consecutive Saturdays beginning September 18, 1993
technical director/audio engineer
production coordinator
basic lighting package
camera operators (2)
cameras (2)
betacam playback deck
wireless microphone
audio mixing console
ifbs
2.25 hours of uplink on ku-band
2.25 hours of downlink
2.25 hours of uplink turnaround time on c-band

| | |
|---|---|
| | $72,250 |
| Video Production:<br>(for course presentation) | $30,000 |
| Text Production and Mailing:<br>(seed money) | $10,000 |
| Staff:<br>(course coordinator-$25,000-($42A x 7 mo)<br>(up/down link coordinator-$14,000-($24A x 7 mo)<br>(clerical-$10,500-($18A x 7 mo) | $49,500 |
| Benefits: | $ 7,425 |
| Printing: | $10,000 |
| Postage/Delivery: | $10,000 |
| Telephone/copying/fax: | $ 5,000 |

Exhibit 74

| | |
|---|---|
| Travel: | $13,500 |
| Materials: | $ 5,000 |
| Transcription: | $ 2,500 |
| Delayed Presentations (West Coast) | $ 4,000 |
| Misc: | $ 2,500 |
| Kennesaw State Foundation program support | $22,167 |
| TOTAL | |

Kennesaw State College and the School of Business will provide a full time faculty member to team-teach GBA 890/490 with Congressman Gingrich. Additionally, office space and secretarial support will be provided for the Program Coordinator, along with an appropriate administrative supply budget. The course will be conducted in room 151 of the A. L. Burruss Building. This state-of-the-art lecture facility is the finest of its kind in the new $11 million business building. Finally, all marketing mailings will be processed by the College which will also coordinate the utilization of a toll free telephone number and satellite registrations utilizing major credit cards.

Donations should be made payable to:

Kennesaw State College Foundation, Inc.
***Address****???????

(designate for the Renewing American Civilization Project)

Exhibit 74

0914

N - file Ferst file

4-29-93

GOPAC2
2423

TO: Jeff

From: Pam

Do you want to give me some information on the P&FF for Jean Ferst. I will draft a letter for her foundation and the several small ones, plus Coca Cola which she will approach?

5/14 He to do

6/1 did

Finance Office #2
File Cabinet 2
"Ferst, J"
file

GOPAC2
2422

Exhibit 74

GOPAC – Coca-Cola ? potential $
– Kiosk's – missles cases

PP000626

Exhibit 74

GOPAC

THE NATIONAL GRASS-ROOTS ORGANIZATION BUILDING REPUBLICAN LEADERS FOR AMERICA'S FUTURE

440 FIRST STREET NORTHWEST SUITE 400 WASHINGTON, D.C. 20001

PHONE (202) 484-2282
FAX (202) 783-3306

NEWT GINGRICH
GENERAL CHAIRMAN

HOWARD H. CALLAWAY
CHAIRMAN

FAXED

TELECOPY TRANSMISSION
COVER SHEET

TO Dr. Tim Mason

FROM Paul A Rochowec

DATE 4-29-93

TOTAL # OF PAGES (including cover sheet) 7

REMARKS/MESSAGES
draft For Melissa Cain

TROUBLE? - PLEASE CALL (202) 484-2282.

Exhibit 74

PP000059

Renewing American Civilization

COURSE OUTLINE

Some General Principles:

1. Each two hour lecture should be understandable on its own terms as a freestanding experience:

a. It should begin with a five minute or less introduction to the concept of renewing American civilization.

b. It should report on the good ideas, critiques and examples sent in during the week by participants but within a context and clarity that makes the ideas and suggestions clear to someone who did not hear the previous week's lecture and for no more than fifteen minutes.

c. It should spend fifteen minutes explaining the concept of that week's topic, why it is essential to renewing American civilization, and what its key principles and definitions are.

d. For an hour the structure of thought underlying that week's topic should be explained as systematically as possible and with a practical implementation illustration for each key point if time permits.

e. For fifteen minutes it should focus on how people could apply this concept to their local efforts by reporting on groups, projects and people who have actually been applying these ideas to renewing American civilization in their own profession, community or area of interest. Probably three examples of success in action will be the optimum for any one topic.

f. For the last ten minutes people should be introduced into how they could study this topic more deeply. Books, video and audio tapes, consulting and educational opportunities, associations, etc... could be mentioned at this point as opportunities for people and groups to further their understanding of this particular topic.

Exhibit 74

Introduction to the course 4/18/93

Three paragraphs define where we are today. If you agree with these paragraphs you will find the rest of this course useful. If you disagree with any or all of these paragraphs you might find this course irrelevant or irritating - As I go through these three paragraphs you can decide if you agree with the premise of this course.

1. No civilization can succeed if it has 12 year olds having babies, 15 year olds shooting each other, 17 year olds dying of AIDS, and 18 year olds getting diplomas that they can't read.

Do you agree that American civilization is decaying?

Agree ---
Disagree ---

2. The welfare state has clearly failed. The violence, brutality and bloodshed we see every night on local television news is proof positive of that failure. However good its intentions, however noble its hopes, the simple fact is that welfare, public housing, permissive education, and a variety of social experiments have combined to produce a disaster for the people most effected, a danger to all of us and a threat to America's future.

Do you agree that the welfare state has failed?

Agree ---
Disagree ---

3. It is our generation's job to draw on the lessons of American history, the principles of American civilization and the technologies and management lessons created by the Information Revolution and the world market. Together these sources can provide a framework of thought, the set of principles, and the insights necessary to replace the welfare state. It is our mission to replace and not merely repair the welfare state. In that process we can renew American civilization and give ourselves, our children, and our grandchildren greater opportunities, a higher quality of life, better jobs with better take home pay and greater safety than anything the welfare state can imagine.

Do you agree that it is our job to renew American civilization?

Agree ---
Disagree ---

Exhibit 74

DATE:
KSC $

4-29-93

Memorandum of Record

From: Pamla Prochnow

Re: Kennesaw Course

| Potential grantor | Contact | Status |
|---|---|---|
| Randolph Foundation | Heather Richardson | 4/29 proposal/letter out from Mescon/$50,000 |
| Cracker Barrel Old Country Store | Melissa Cain | 4/29 proposal/letter draft from Pam to Mescon/out wk 5/3/seek multi-year |
| Waffle House, Inc. | Joe Rogers | 4/29 Name to Pam from Mescon/Pam will call |
| Berman & Co | Richard Berman | 4/28 from Joe to Pam/Pam call/seek grant and downlinks |
| Corning | Barbara Foote | 4/29 Jeff to Pam/Pam call/ Cors?/take course + grant |
| IBM | | 4/29 Mescon thinks they might want to play/not necessarily grant |
| Coca-Cola to Pam | John Gillan/svp | 4/28 Joe/Barry refer<br>He knows about course/hosting 5/8 NG party |
| Delta | Ron Allen<br>Scott Hughes/gov afs | 4/28 Joe/Barry/strong NG friend/Gregg Hughes, NG office for info. |

Exhibit 74

PP000029

| | | |
|---|---|---|
| ? The Political Club Sea Growth | ? Nelson/Stilwell | 4/28 Joe finding name for $2,000 /IN/ how to deposit |
| WalMart | Ralph Walton | 4/28 cold |
| Livermore Labs(?) | Ann Haywood ~~Mr. Livermore~~ 510-422-8203 | 4/28 promised Newt $10,000 ?/Pam needs to call |
| HealthSouth all captals/one word | Alabama CEO Richard Scrushy (205-967-7116) FAX 205 967-4729 | 5/3 did / Told by [illegible] 4/28 Barry will call/36,000 fax pro employees/$100,000 ? She did not [illegible] Pam sent draft 5/3 to [illegible] 5/25 |
| Lockheed | Jim Neal | 4/28 |
| UPS | Mike Barker | 4/28 |
| Suzanne in the Whip office has names of her computer | | 4/28 Pam call and get 225-2800 - called 5/6 [illegible] called 5/10 [illegible] 225 5337 (FAX) |
| McDonalds | Frank Vizcarra | |
| | Dredman, Bob. | |
| American Standard ~~Carrey~~ | Carrey (sp?) | |
| | Hank McConish (?) | Jeff has info [illegible] $1 million GA ( Public Policy Foundat |
| Aetna | ~~Neal~~ | Neal $/2000 how/where |

Exhibit 74

PP000030

GOPAC

THE NATIONAL GRASS-ROOTS ORGANIZATION BUILDING REPUBLICAN LEADERS FOR AMERICA'S FUTURE

440 FIRST STREET NORTH-WEST
SUITE 400
WASHINGTON, D.C.
20001

PHONE (202) 484-2282
FAX (202) 783-3306

NEWT GINGRICH
GENERAL CHAIRMAN

HOWARD H. CALLAWAY
CHAIRMAN

Mescon
0351

TELECOPY TRANSMISSION
COVER SHEET

TO Dr. Tim Mescon

FROM Pam ~~Paula~~ Prochnow

DATE 5-3-93

TOTAL # OF PAGES (including cover sheet) _____

REMARKS/MESSAGES

Tim - Please send this with Budget for multi-year and a Newt position pieces to Richard Scrosby.

Not sure how real this is and you probably will get questions from them prior to any real consideration on their part.

One report I had says he wanted to have all of his employees take it and would consider a $100,000 grant.

TROUBLE? - PLEASE CALL (202) 484-2282.

Authorized and paid for by GOPAC on recycled paper

Exhibit 74

Mescon
0352

draft

~~Ms. Melissa Cain~~
~~Marketing Manager~~
~~Cracker Barrel Old Country Store~~
~~P.O. Box 787~~
~~Lebanon, TN 37088-0787~~

MR. Richard Scrushy
C.E.O., President, Chairman of the Board
HealthSouth
2 Perimeter Park So.
Suite 224 W
Birmingham, F
3524

Dear ~~Ms. Cain:~~ DEAR MR. SCRUSHY:

Beginning in the Fall quarter, 1993 and offered again Winter quarter 1994, (?) quarter 199? and (?) quarter 199?, the School of Business Administration at Kennesaw State College plans to offer a live, ten week course entitled RENEWING AMERICAN CIVILIZATION, taught by Congressman Newt Gingrich. This course will be offered for credit to a group of 200 undergraduate and graduate students on the Kennesaw State campus and will be telecast via satellite to a multitude of downlink sites throughout the United States with the projected viewing population reaching over 100,000. In order to successfully deliver a high quality effort, I am requesting multi-year support from ~~Cracker Barrel Old Country Store.~~ HealthSouth (All capital one c
Total delivery costs for this effort are $240,000 per quarter.(?)

During the Winter quarter and subsequent quarters, Kennesaw State College will work with other colleges and universities to provide the course for credit on their campuses. Initial outreach has produced a substantial degree of interest. In addition, corporations, associations, and organizations will be encouraged to downlink the course for employees and members.

RENEWING AMERICAN CIVILIZATION will focus on identifying and fostering those underlying values and attitudes that enable free-market, private enterprise and democratic systems to function and flourish. Indeed, the course addresses those issues essential for the preservation and continuing development of American Civilization. The course, during the Fall 1993 quarter, will be taught ten consecutive Saturdays, beginning September 18, 1993. Each week Congressman Gingrich will focus on a topic critical to the long term quality of life for Americans. The ten topics include:

* Renewing American Civilization
* Personal Strength
* Quality: Deming's Profound Knowledge
* Technological Progress
* Entrepreneurial Private Enterprise
* Principles of American Civilization
* Economic Growth
* Health
* Saving the Inner City
* Citizenship for the 21st Century: The Founding Fathers in the Information Age

Exhibit 74

Mescon
0353

A readings book featuring the works of some of this nation's great leaders and innovators will be published in conjunction with this course. Additionally, all lectures will be available for widespread distribution on video and audiotapes. Congressman Gingrich will grade all assignments ( for KSC only or leave that fact out ?) and will team teach on campus with a designated faculty member.

Kennesaw State College enrolls more than 12,000 students in undergraduate and graduate courses. The 175 acre suburban campus is situation on I-75, twenty miles north of downtown Atlanta. Kennesaw State College is the largest senior college in the University System of Georgia. In recent year, U.S. News & World Report recognized the college three years running as one of the up and coming colleges and universities in the southeastern United States. Currently, the School of Business enrolls more than 4,000 students in undergraduate and graduate study and at the graduate level we enroll close to 700 students in both our MBA and MBA for Experienced Professional programs.

I am very excited and, indeed, proud of this initiative and would gratefully appreciate the support of ~~Cracker Barrel Old Country Store~~. All grants for this academic effort should be directed to the Kennesaw State College Foundation, Inc., a 501 (c)3 corporation, and designated for the RENEWING AMERICAN CIVILIZATION PROJECT.

Thank you for considering this request. Should you have any specific questions, please do not hesitate to contact me directly.

Sincerely,
Timothy S. Mescon, Ph.D.
Dean

cc: Jeff Eisenach
Pamla H. Prochnow

Concerning course costs & employee participation

Exhibit 74

3/4 Foote/Corning

meet her at her office 10:00 3/10

have [illegible]

Exhibit 74

GOPAC

THE NATIONAL GRASS-ROOTS ORGANIZATION BUILDING REPUBLICAN LEADERS FOR AMERICA'S FUTURE

440 FIRST STREET NORTHWEST
SUITE 400
WASHINGTON, D.C. 20001

PHONE (202) 484-2282
FAX (202) 783-3306

NEWT GINGRICH
GENERAL CHAIRMAN

HOWARD H. CALLAWAY
CHAIRMAN

Faxed

TELECOPY TRANSMISSION
COVER SHEET

TO Tim Mescon 404-423-653

FROM Paula Prochazka

DATE 5-4-93

TOTAL # OF PAGES (including cover sheet) 2

REMARKS/MESSAGES

Tim - Please send both the generic proposal and the Corning proposal to me, at

GOPAC
440 1st St NW
Suite 400
Washington DC 20001

I will need by 5/10 - 10:00. Is that a problem?

Paula

TROUBLE? - PLEASE CALL (202) 484-2282.

Exhibit 74

Authorized and paid for by GOPAC on recycled paper

THE NATIONAL GRASS-ROOTS ORGANIZATION BUILDING REPUBLICAN LEADERS FOR AMERICA'S FUTURE

440 FIRST STREET NORTHWEST
SUITE 400
WASHINGTON, D.C. 20001

PHONE (202) 484-2282
FAX (202) 783-3306

NEWT GINGRICH
GENERAL CHAIRMAN

HOWARD H. CALLAWAY
CHAIRMAN

Mescon
0919

TELECOPY TRANSMISSION
COVER SHEET

TO Tim Mescon 404-423-653

FROM Paula Prochnow

DATE 5-4-93

TOTAL # OF PAGES (including cover sheet) 2

REMARKS/MESSAGES
Tim - Please send both the generic proposal and the Corning proposal to me, at
GOPAC
440 1st St NW
Suite 400
Washington DC 20001
I will need by 5/10 - 10:00. Is that a problem?

TROUBLE? - PLEASE CALL (202) 484-2282.

Tim

Exhibit 74

Authorized and paid for by GOPAC on recycled paper

Mescon
0920

5-4-93

To: Tim Mescon, Jeff Eisenach, Joe Gaylord

From: Pamla Prochnow

Re: KSC course - status

Proposal has gone from KSC to Heather Richardson/Randolph Foundation requesting $50,000.

Proposal is ready to go from KSC to Melissa Cain/Cracker Barrel requesting multi-year funding, amount to be a discussion point.

I have a call into Joe Rogers/Waffle House.

I have a 5/10 meeting with Richard Berman to discuss the course. I should have a generic proposal and budget for him.

I have a 5/10 meeting with Barbara Foote/Corning to discuss course. I will need from KSC a proposal and budget for that meeting.

I sent draft proposal to KSC 5/3 for Richard Scrushy/HEALTHSOUTH. They consider offering the course to their employees and in making a contribution.

5/4

Tim - on your statio y
Could you do a generic
(no name/no address) (1) letter &
budget. Also (2) a complete
proposal and budget to:

Ms BARBARA FOOTE
GOVERNMENT Affairs Representative
CORNING
1455 PENNSYLVANIA AVE, N.W.
#500

Exhibit 74

Mescon
2922

5-4-93

To: Tim Mescon, Jeff Eisenach, Joe Gaylord

From: Pamla Prochnow

Re: KSC course - status

Proposal has gone from KSC to Heather Richardson/Randolph Foundation requesting $50,000.

Proposal is ready to go from KSC to Melissa Cain/Cracker Barrel requesting multi-year funding, amount to be a discussion point.

I have a call into Joe Rogers/Waffle House.

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5/4

Tim - on your status
Could you do a generic
(no name/no address) (1) letter &
budget. Also (2) complete
proposal and budget to:
Ms BARBARA FOOTE
GOVERNMENT Affairs Representative
Corning
1455 Pennsylvania Ave, N.W. Exhibit 74
#500

5-10-93

To: Joe, Tim, and Jeff

From: Pamla

Re: After action report - Meeting with Richard Berman, Berman and Company - 202-347-3900 - Kennesaw course

I think there is a very real possibility here of $20,000 - $25,000 if the course can incorporate some of the ideas mentioned in the Journal of Labor Research, Volume XIV, Number 3. The papers to read and consider are under "Symposium - Entry-Level Employment and Employees: Problems, Policies, and Prospects. Looking it over very briefly in his office, I think there might be a connect. Maybe some of the 7 people who wrote the papers would contribute something to the course text? His primary concern is a discussion of what he calls "genesis employment opportunities" - the idea that entry level positions are not necessarily "dead end." I will send the papers to Nancy Desmond and will follow up with her as to her thoughts. If it would be helpful to put Nancy in touch with some of the authors, I would think he would do that.

Some of his clients are restaurant chains and this is why his interest is focused here. I did mention the idea of having his clients open their restaurants as locations for a down link. His comment was that too many would view Newt as partisan even with no reference to politics.

I will send him a letter thanking him for the meeting and will send the journal to Nancy. Nancy and I will touch base in a week.

Exhibit 74

PP000124

5-10-93 draft letter for my signature, Maureen - thanks

Mr. Richard B. Berman
Berman and Company
Suite 1100
607 14th Street, N.W.
Washington, D.C. 20005

Dear Rick:

Thank you for meeting with me yesterday. I will forward the Journal of Labor Research to Nancy Desmond, the course coordinator. As soon as she has reviewed the content, she and I will meet to see where a discussion of "genesis jobs" might best be included.

Along with the assistance of corporate America, the course "Renewing American Civilization" has as a goal creating a climate with increased opportunites for success for all American citizens. Most people today are concerned about how to make this country better prepared to meet the challenges of the 21st century. This course is a positive step fee To meeting those challenges. I look forward to working with you on this project and hope you will call on me if there are any questions or concerns.

Sincerely,

Pamla H. Prochnow
Finance Director

Exhibit 74

GOPAC

THE NATIONAL GRASS-ROOTS ORGANIZATION BUILDING REPUBLICAN LEADERS FOR AMERICA'S FUTURE

440 FIRST STREET NORTHWEST
SUITE 400
WASHINGTON, D.C. 20001

PHONE (202) 484-2282
FAX (202) 783-3306

NEWT GINGRICH
GENERAL CHAIRMAN

May 11, 1993

Mr. Richard B. Berman
Berman and Company
Suite 1100
607 14th Street, N.W.
Washington, DC 20005

Dear Rick,

Thank you for meeting with me yesterday. I will forward the Journal of Labor Research to Nancy Desmond, the course coordinator. As soon as she has reviewed the content, she and I will meet to see where a discussion of "genesis jobs" might best be included.

Along with the assistance of corporate America, the course "Renewing American Civilization" has a goal creating a climate with increased opportunities for success for all American citizens. Most people today are concerned about how to make this country better prepared to meet the challenges of the 21st century. This course is a positive step to meeting those challenges. I look forward to working with you on this project and hope you will call on me if there are any questions or concerns.

Sincerely,

Pamla H. Prochnow
Finance Director

Exhibit 74

5-10-93 draft letter for my signature

Ms. Barbara K. Foote
Government Affairs Representative
Corning Incorporated
Suite 500
1455 Pennsylvania Avenue, N.W.
Washington, D.C. 20004-1078

Dear Barbara:

Thank you for meeting with me yesterday. Newt, Dr. Tim Mescon of Kennesaw State College, and I will look forward to continuing discussions on how Corning Incorporated and the course,"Renewing American Civilization," might together improve the opportunities for success for all American citizens.

As mentioned in the letter which I left with you, there is the critical need of financial support and down link locations at schools, corporations and neighborhood locations for the September 1993 Fall Quarter, as well as the January 1994 Winter Quarter.

Please share the course information with the appropriate Corning Incorporated officers and call me if there are any questions or concerns. Most people today are concerned about how to make this country better prepared to meet the challenges of the 21st Century. This course is a positive step for meeting those challenges.

Sincerely,

Pamla H. Prochnow
Finance Director

(Pam, hand write - look forward to receiving Corning Foundation guidelines and annual report)

Exhibit 74

June 3, 1993

POTENTIAL CONTRIBUTOR LIST - RENEWING AMERICAN CIVILIZATION COURSE - TO BE TAUGHT AT KENNESAW STATE COLLEGE - FALL 1993

| Potential Contributor | Contact | Amount | Status |
|---|---|---|---|
| Randolph Foundation | Heather Richardson | $50,000 | check sent to Mescon5/11/93 |
| Cracker Barrel Old Country Store | Melissa Cain | $25,000<br>$25,000 | 6/3Evins,25,000 will do 25,000 more if matched by 9 @ $25. Mescon to write TY to Evins, bcc Melissa, will act as agreement |
| Waffle House | Joe Rogers,Jr. | ? | interested, needs to be involved |
| | | more if $$/Pam | |
| Berman & Co. | Richard Berman | $20,000 - $25,000 | 6/3Nancy writing Berman, not returned her |
| call | | | should fund |
| Corning | Barbara Foote | ? | 6/3 she has talked to Nancy, sent me Foundation info./Pam work |
| Coca-Cola | John Gillan | ? | hosting NG party 5/8-Pam |
| Delta | Ron Allen | ? | strong NG friend Pam work |
| WalMart | Ralph Walton | ? | cold call |
| Livermore Labs | Ann Haywood | books | Jeff to work/ |

Exhibit 74

| | | | |
|---|---|---|---|
| | | | from NG call time |
| HealthSouth | Richard Scrushy | $100,000 | sent 2nd proposal 5/25 Jeff/Pam |
| Lockheed | Jim Neal | ? | cold call |
| UPS | Mike Barker | ? | cold call |
| McDonalds | Frank Vizcarra | ? | cold call |
| American Standard | Cavey | ? | have met/Jeff contact 5/93 |
| Aetna | Thomas Bengtson | ? | Nancy/Pam |
| The Freedom Forum | | ? | Dev. Coor. |
| Glass, McCullough,etc | John Stuckey | ? | Pam/wcb |
| Scientific Research Corp | Charles Watt | ? | Nancy/Pam |
| Northwest National | John Turner | ? | Newt/Pam strong |
| Cooper,Thomas&Sharon | | ? | Nancy/Pam |
| Barnette, Thomas | | ? | Nancy/Pam |
| Mobile Oil | William Sands | ? | Nancy/Pam Advisor? |
| Ga. Motor Trucking Assoc. | Edward Crowell | ? | Nancy/Pam downlink ? |
| Systematic Asset Mgn. Corp. | Larry Parks | ? | Mescon/Pam |
| Chubb Life America | Jerome Orlans | ? | Jerry/Pam |
| Entergy | Nancy Wood | ? | Jerry/Pam |
| First American | Martin Simmons | ? | Jerry/Pam |
| Kansas Oil Marketers Assoc. | Charles Nicolay | ? | Jerry/Pam |

Exhibit 74

| | | | |
|---|---|---|---|
| Vought | Diane | ? | Pam |
| Knight Foundation | Rick Love | ? | Pam/Dev coor |
| Readers Digest Foundation | | ? | Pam/Dev coor |
| Equifax Inc. | C.B. Rogers, Jr.<br>Scott Dix contact | ? | Newt received letter/Jeff call |

Exhibit 74

5-10-93

To Joe, Tim and Jeff

From. Pamla

Re: After action report - Meeting with Barbara K. Foote. Government Affairs Representative Corning Incorporated 202-347-2285

I met with her on the recommendation of Jeff. Corning top management had heard Newt speak about the course and had expressed interest. She is the information gatherer.

I brought her the generic KSC proposal, the KSC budget, Congressional Record "Renewing American Civilization, course outline and introduction to the course.

I asked her for a copy of the Corning Foundation annual report and giving guidelines. She will have that sent to me.

My follow up will be to thank her for the meeting and express interest in how her "20" top management people view the idea of support for the course. I believe they are interested in a financial donation and offering the course to Corning employees. She indicates they are very active with colleges and universities in the upper New York State area and I asked her for their help in putting us in contact with some of those schools for possible course offering.

I have known her boss, Allen (sp?) Cors through his wife for several years. He has been representing Corning in D.C. for 20 years Barbara reported. If we need his assistance I can call.

Exhibit 74

5-14-93

I called Melissa on Laura's request and told her that the dates in Sept. for Newt were most likely not good because of voting mid-week. I did offer the possibility of a video hook up. She thought the real person was much preferred. She did mention that the man putting the meeting together is scheduling another meeting in November with the group being similiar. I told her I would check with Hardy and get back to her week of 5/17. Charter Meeting is 11/13/14/15.

5/14 she did receive course stuff/sent to decision makers.

5/18 - Ted or Hardy - out in November - she wrote me about event - I get to you - if he agrees, we get to Hardy.

Exhibit 74

PP000038

GOPAC

THE NATIONAL GRASS-ROOTS ORGANIZATION BUILDING REPUBLICAN LEADERS FOR AMERICA'S FUTURE

440 FIRST STREET NORTHWEST
SUITE 400
WASHINGTON, D.C. 20001

PHONE (202) 484-2282
FAX (202) 783-3306

NEWT GINGRICH
GENERAL CHAIRMAN

5-19-93

CALL TIME

RICHARD SCRUSHY
CEO HEALTHSOUTH
205-967-7116

KENNESAW STATE COLLEGE SENT HIM A PROPOSAL FOR THE COURSE BASED ON MY REQUEST.

HE HAD INDICATED TO SOMEONE A POSSIBLE INTEREST IN MAKING A GRANT OF $100,000 AND HAVING HIS 36,000 EMPLOYEES TAKE THE COURSE.

THIS CALL SHOULD ASK HIM IF HE NEEDS TO KNOW ANYTHING MORE ABOUT THE COURSE AND TO ASK HIM TO MAKE A MULTI-YEAR GRANT OF $100,000.

5/26 call time / Had never seen 1st proposal / need secretary / 2nd indicate Sen KSC 5/25 / Jeff to call him briefing on why course is good for employees ← revised Jeff 5/27

Exhibit 74

Authorized and paid for by GOPAC on recycled paper

5-19-1993

CALL TIME

ANN HAYWOOD
LIVERMORE LABS

510-422-8203

THEY SAID THEY WOULD PRODUCE 10,000 "STUDENTS" TO TAKE THE COURSE. THEY HAVE NOT RECEIVED A PROPOSAL AT THIS POINT.

YOU SHOULD JUST CALL TO TELL HER THAT THE COURSE IS MOVING AHEAD WELL, WE ARE COUNTING ON THEIR SUPPORT OF 10,000 STUDENTS, DO THEY HAVE ANY QUESTIONS, AND YOU WILL HAVE JEFF OR JERRY CALL TO ARRANGE THE DETAILS OF THE COURSE VIEWING AND BOOK PURCHASE.

5/26 ~~call~~ will offer course probably no contribution / Jeff needs to send her all course info right away & discuss how to counter Hardy-Nevit will see Ann when she is in DC, could/should she be an advisor = environmental cleanup.

Exhibit 74

PP000109

Cracker Barrel
OLD COUNTRY STORE

May 20, 1993

Ms. Pamla Prochnow
Finance Director
GOPAC
440 1st Street, N.W.
Suite 400
Washington, D.C. 20001

Dear Pam;

Thank you for your assistance in helping to arrange a date that Congressman Newt Gingrich could speak to the management at Cracker Barrel Old Country Store. Since our first proposal of September is inconvenient; what does the Congressman's schedule look like November 7-12, 1993? We will be holding a district meeting for all our restaurant and gift shop district managers at the Greenbriar Resort in White Sulfur Springs, West Virginia. There will be approximately 50 attendees.

The topic of interest is government relations. How can "we" (individuals and corporations) make a difference in the legislative process? What is the outlook for corporations or specifically the foodservice industry during this administration? What good can PAC's do in the legislative process? I would suggest a breakfast meeting approximately one hour in length on November 9th or 11th. However, we are flexible.

Please let me know if you require any additional information in scheduling this date. Again, we appreciate the Congressman's efforts to visit with us.

Sincerely,

Melissa

Melissa S. Cain
Marketing Manager

MSC/

cc: Jay Conner

Exhibit 74

5/25 — N. To call Hardy
Then Pam call Melissa
5/26 — JOR To make
[illegible]

A Tennessee Corporation
P.O. Box 787 • Hartmann Drive
Lebanon, Tennessee 37088-0787
Phone 615 444 5533

PP000036

Cracker Barrel
OLD COUNTRY STORE

5/24
N - Please call Hardy this week and ask her about Nov 7-12? Then I'll call Melissa

May 20, 1993

Ms. Pamla Prochnow
Finance Director
GOPAC
440 1st Street, N.W.
Suite 400
Washington, D.C. 20001

Dear Pam;

Thank you for your assistance in helping to arrange a date that Congressman Newt Gingrich could speak to the management at Cracker Barrel Old Country Store. Since our first proposal of September is inconvenient; what does the Congressman's schedule look like November 7-12, 1993? We will be holding a district meeting for all our restaurant and gift shop district managers at the Greenbriar Resort in White Sulfur Springs, West Virginia. There will be approximately 50 attendees.

The topic of interest is government relations. How can "we" (individuals and corporations) make a difference in the legislative process? What is the outlook for corporations or specifically the foodservice industry during this administration? What good can PAC's do in the legislative process? I would suggest a breakfast meeting approximately one hour in length on November 9th or 11th. However, we are flexible.

Please let me know if you require any additional information in scheduling this date. Again, we appreciate the Congressman's efforts to visit with us.

Sincerely,

Melissa

Melissa S. Cain
Marketing Manager

Hardy

Exhibit 74

MSC/

cc: Jay Conner

Jae

6/1 - reported Hardy working on 4/11 - on hold now
6/2 on [illegible] machine told her to call Hardy for time & travel arrangements also to call me for

A Tennessee Corporation
P.O. Box 787 • Hartmann Drive
Lebanon, Tennessee 37088-0787
Phone 615 444 5533

PP000035

Aetna

Thomas M. Bengtson, CPCU
Manager
Industry Affairs

Securities Centre
3500 Piedmont Road, NE
Atlanta, GA 30305

404-814-4679 Fax: 404-814-4704

This is the fellow who 1st spoke to me about Aetna helping

SRC

DR. CHARLES K. WATT
PRESIDENT

Scientific Research Corporation
(404) 650-0161
FAX (404) 680-9315

200 Interstate North Parkway
Suite 430
Atlanta, Georgia 30339

He said he would be interested in providing some type of help - maybe more technical support than financial

FYI
P.S. The guy from Mobil, whose card Jerry has, is very interested in Quality - the training under Deming. (Jerry's faxing you his card)

Exhibit 74

| TO: Pamela Proctnow | FROM: Nancy Desmond | DATE: / / PAGES INCLUDING THIS PAGE: |
|---|---|---|
| FAX #: | FAX #: PHONE #: | |

PP000078

5-21-93

Memorandum of Record

From: Pam

Re: Course - conversation with Joe Rogers, Jr., Waffle House, Atlanta

Dr. Mescon had recommend that I call Joe about the course. I have known Joe for 10+ years. Joe's comments follow -

1. Saturday morning is a tough time to offer a course to service businesses. It is one of Waffle Houses busiest times. His other example was Walmart stores. Also fall is football. Therefore, he was pleased to know the course will be available on video.

2. He recommended that we get in contact with a Dr. Earl Sasser, Harvard School of Business, who has done uplink/downlink courses and has learned a lot. He also has studied "entrepreneurship" for over 20 years. Their first audience was 25 locations of Harvard alumni clubs. It was interactive and Joe felt went very well. A Mike Porter developed the strategy for the delivery of the course and packaged it. Joe referred to it as "executive education" - a good title. Joe believes strongly that it is very difficult to get "affinity groups" to take a course for 10 Saturdays. He believes there is a large difference between students, graduate students, and executives approaches to taking classes. He says for executives it works better as night school or even a one week full time class.

3. He did offer to assist and I will keep him updated and as involved as I can.

4. I will draft a letter for Newt's signature to Sasser outlining our course and asking if we can call or set up a meeting to discuss all with him.

cc; Newt
Joe
Jeff
Jerry

Exhibit 74

The following Congressional Club members have expressed an interest in possibly helping financially with the course:

Dr. Thomas and Sharon Cooper
4028 River Ridge Chase
Marietta, GA 30067
(404) 952-7681

Mr. Thomas Barnette
690 Atlanta Country Club
Marietta, GA 30067
(404)980-1040 (H)
(404)952-5151 (W)

The Coopers want to give $500. Mr. Barnette just said that he might be interested in contributing.

I'll let you know as others come in.

Post-it™ brand fax transmittal memo 7671 | # of pages ▸

| | |
|---|---|
| To PAM PROCHNOW | From NANCY DESMONN |
| Co. GOPAC | Co. |
| Dept. | Phone # |
| Fax # | Fax # |

Exhibit 74

CALL TIME-- MAY 24, 1993

DAN EVINS
CRACKER BARREL
LEBANON, TENNESSEE

615 444 5533

PAM SENT MELISSA CAIN OF HIS STAFF A PROPOSAL FOR THE COURSE. PAM FOLLOWED UP AND MELISSA SAID "IT WAS SENT TO THE DECISION MAKERS"

THE CALL SHOULD BE TO ASK DAN TO FUND THE COURSE ON A MULTIPLE BASIS.

CRACKER BARREL IS ALSO ASKING YOU TO SPEAK TO A CORPORATE MEETING IN SEPTEMBER OR NOVEMBER. PAM HAS TOLD THEM SEPTEMBER IS NOT GOOD, BUT WE WOULD WORK WITH THEM FOR A NOVEMBER DATE.

= energy tax
= S.S. tax

= course $25,000
+ call back
if need more
$25,000 >> $

Pam needs to call Melissa / have her send $25 TO KSC / do T.Y. Evins (Rebuilding also) & mention next quarter $25,000 if needed.
Also Nov date

Exhibit 74

PP000037

May 26, 1993

POTENTIAL CONTRIBUTOR LIST - RENEWING AMERICAN CIVILIZATION COURSE - TO BE TAUGHT AT KENNESAW STATE COLLEGE - FALL 1993, ~~WINTER 1994, XX, XX~~

| Potential Contributor | Contact | Amount | Status |
|---|---|---|---|
| Randolph Foundation | Heather Richardson | $50,000 | check sent to Mescon5/11/93 |
| Cracker Barrel Old Country Store | Melissa Cain | $25,000<br>$25,000 | Evins 5/93 agreed to $25 $25 more if needed, Pam work |
| Waffle House | Joe Rogers,Jr. | ? | interested, needs to be involved |
| | | more if $$/Pam | |
| Berman & Co. | Richard Berman | $20,000<br>$25,000 | 5/26 to discuss course with Nancy/Pam, should fund |
| Corning | Barbara Foote | ? | Pam push |
| Coca-Cola | John Gillan | ? | hosting NG party 5/8-Pam |
| Delta | Ron Allen | ? | strong NG friend Pam work |
| WalMart | Ralph Walton | ? | cold call |
| Livermore Labs | Ann Haywood | books | Jeff to work/ from NG call time |
| HealthSouth | Richard Scrushy | $100,000 | sent 2nd proposal 5/25 Jeff/Pam |
| Lockheed | Jim Neal | ? | cold call |

Exhibit 74

| | | | |
|---|---|---|---|
| UPS | Mike Barker | ? | cold call |
| McDonalds | Frank Vizcarra | ? | cold call |
| American Standard | Cavey | ? | have met/Jeff contact 5/93 |
| Aetna | Thomas Bengtson | ? | Nancy/Pam |
| The Freedom Forum | | ? | Dev. Coor. |
| Glass, McCullough,etc | John Stuckey | ? | Pam/wcb |
| Scientific Research Corp | Charles Watt | ? | Nancy/Pam |
| Northwest National | John Turner | ? | Newt/Pam strong |
| Cooper,Thomas&Sharon | | ? | Nancy/Pam |
| Barnette, Thomas | | ? | Nancy/Pam |
| Mobile Oil | William Sands | ? | Nancy/Pam Advisor? |
| Ga. Motor Trucking Assoc. | Edward Crowell | ? | Nancy/Pam downlink ? |
| Systematic Asset Mgn. Corp. | Larry Parks | ? | Mescon/Pam |
| Chubb Life America | Jerome Orlans | ? | Jerry/Pam |
| Entergy | Nancy Wood | ? | Jerry/Pam |
| First American | Martin Simmons | ? | Jerry/Pam |
| Kansas Oil Marketers Assoc. | Charles Nicolay | ? | Jerry/Pam |
| Vought | Diane | ? | Pam |
| Knight Foundation | Rick Love | ? | Pam/Dev coor |
| Readers Digest Foundation | | ? | Pam/Dev coor |

Exhibit 74

May 26, 1993

FINANCE PLAN FOR THE COURSE - RENEWING AMERICAN CIVILIZATION - TO BE TAUGHT AT KENNESAW STATE COLLEGE - FALL 1993, WINTER 1994, XXXXXXXXXX, AND XXXXXXXX

FUNDING LEVEL:

| | |
|---|---|
| FALL 1993 | $300,000 |
| WINTER 1994 | $300,000 |
| XXXXX | |
| XXXXX | |

Multi-year funding will be the goal of all proposals.

FUNDING PLAN:

SOURCES OF POTENTIAL CONTRIBUTORS -

Gingrich speeches and meetings
Mescon meetings and contacts
Prochnow meetings and contacts
Foundations - funding education, business, public policy, democracy/freedom
Corporate and association giving
Friends and associates leads

LOGISTICS FOR PROPOSAL SUBMISSION, PROPOSAL FOLLOW-UP AND CONTRIBUTION ACCOUNTING AND REPORTING -

Prochnow will make initial call to discuss funding potential and level for Gingrich contacts, Prochnow contacts, friends and associates leads.
Development Coordinator will research and make initial contact with foundations and corporate giving programs.
Mescon and his staff will make initial call to discuss funding potential and level for Mescon contacts.

? Formal request letters and proposals will be drafted by the individual making the initial call . A generic letter and proposal with a course budget will be developed and updated by the development coordinator, based on material from Gingrich, Mescon, and course coordinators.

Formal request letters and proposals will be sent from Mescon's office on Kennesaw State College stationary. Requests for request letters and proposals should be in writing on a form which will trac~~k~~ status. (Pam to develop trac~~k~~ing form)
Telephone follow-up to request letters and proposals to potential contributors will be made by the individual making the initial call.

Exhibit 74

All checks will be made payable to Kennesaw State College Foundation, a 501c3. Reporting to the contributor, including thank you letters, accounting of the money, and any other reporting requirements will be by Kennesaw State College (Foundation?) (Jeff, who will be paying the bills?)

POTENTIAL CONTRIBUTOR LIST (SEE ATTACHED)

FUNDING PROJECT LINE (SEE ATTACHED)

MISCELLANEOUS:

Where a corporation, association, or group wants to take the course and purchase the text but not make a financial contribution, the downlink coordinator will manage.

Additional income will be produced from the sale of the text, videos, and tapes.

Exhibit 74

PROJECT - FUNDING

5/93

15 funding phone calls placed

5 proposals mailed

Funding plan written

Newt calendar reviewed/
potential $

Budget reviewed & updated

Phone follow-up underway

$50,000

Design liaison process w/donors

Call time/5 calls

6/93

Development coordinator on staff

20 funding phone calls placed

10 proposals mailed

Negotiate grants with high volume participants

Funding plan progress report

1994 budget & funding plan first draft

Call time/5-10 calls

Donor follow-up & liaison

Foundation research begun

Corporate giving research begun

Donor recording/accounting in place

Exhibit 74

Tracking form developed

NG New York trip?

$50,000

7/93

20 funding phone calls

10 proposals mailed

Funding plan progress report

PP visits to prospects?

1994 funding plan final/implementing underway

$50,000

Donor follow-up & liaison

Polished prospectus

Call time 5-1- calls

8/93

Funding plan progress report, review, revision

Phone follow-up continues

PP visits/Dev coor visits

1994 funding plan in full swing

Call time 5-10 calls

$50,000

Donor follow-up & liaison

Record book, video, tape income

9/93 thru 2/94

Exhibit 74

$100,000

repeat from 7/93

Exhibit 74

Saved
KSC Plan

May 26, 1993

FUNDING PLAN

Fall 1993 Quarter: GOAL - $300,000

| | |
|---|---|
| Randolph Foundation | $50,000 |
| Cracker Barrel | $25,000 |
| Berman & Co. | $25,000 |
| Health South | $100,000 |
| 10 Friends/Corp. donors | $100,000 |

Foundation support requires a longer time frame.

Winter 1994 Quarter: GOAL - $300,000

| | |
|---|---|
| Cracker Barrel | $25,000 |
| 4 Foundations @ $25,000 | $100,000 |
| 2 Foundations @ $50,000 | $100,000 |
| 7 Friends/Corp. donors | $75,000 |

Winter 1995 Quarter: GOAL - $300,000

10 Foundations @ $30,000 $300,000

Spring Quarter 1996: GOAL - $300,000

10 Foundations @$30,000 $300,000

Exhibit 74

RAC Goodsell

RENEWING AMERICAN CIVILIZATION

ROUTING SLIP

PFF 19727

DATE: 5/28/93 NUMBER OF PAGES: 3

FROM: JEFF EISENACH

TO: (Check all that apply)

| | | |
|---|---|---|
| ✓ Nancy Desmond | ✓ Steve Hanser | ____ Others: |
| ✓ Mike DuGally | ____ Glen Martin | ____ |
| ____ Jeff Eisenach | ____ Tim Mescon | ____ |
| ✓ Joe Gaylord | ✓ Pamla Prochnow | ____ |
| ✓ Newt Gingrich | ✓ Jerry Stedman | ____ |
| ✓ Kelley Goodsell | ____ Sue Steensrud | |

COMMENTS:

NEWT - PLEASE NOTE ITEM #1 ON PAGE 1.

P.S. IT'S MY INTENTION TO GO TO KENNESAW ON 6/4.

Exhibit 74

PFF
19728

May 28, 1993

**MEMORANDUM FOR THE FILE**

**FROM:** **Jeff Eisenach**

**SUBJECT:** **Conversation with Time Mescon**

I spoke today with Tim Mescon. The agenda was:

1. Team Teaching
2. Revised Operating Budget
3. Clerical Support/Computers
4. Fundraising Plan

1. Team Teaching: First, Tim has not yet decided whether to team teach the class or to recruit someone else.

Second, it came up in the conversation that Tim had a different understanding of the basic structure than we have had. Specifically:

He understood that Newt would only teach the 8:30-10:30 a.m. portion and that the team teacher would take over for everyone at 10:30 and teach through 12:30 in the same room.

I told him we had planned for Newt to teach the graduate seminar on Saturday, and had understood the second undergraduate session would be during the week.

Bottom line: We concluded that there is no problem with Newt taking the graduate students into a nearby room for the seminar from 10:30 (really 10:45, after a break) until 12:30, with the undergraduates staying in the main lecture room and getting their second two hours from the team teacher.

On the other hand: Newt is "off the hook" for the second two hours each Saturday morning if he wants to be. **Newt: Do you want to give up the graduate seminar portion in return for 2 hours/Saturday morning = 20 hours of your time?**

2. Budget: We discussed the revised budget in some detail, including the "note 1" portion covering the book/caging/data base process. (Copy attached.) Tim's main concern is about "what happens if we don't raise all the money and can't pay for the uplinks." We agreed that we would begin setting aside money for the uplinks beginning immediately and that he and I would confer regularly on major expenditures, balance in the account, etc.

Exhibit 74

**3. Clerical Support**: Tim said he did not have any understanding with respect to Kennesaw State College providing full-time clerical support, and noted that Georgia state procedures prevent him from transferring money from the "teaching" account to the "clerical support" account.

This understood, I told him we needed to get a workable computer arrangement in the RAC office (capable of managing Jerry's 500-name "Site Host" data base and Nancy's 500-1,000 name "Reviewer/ Contributor" data base), including a laser printer sufficient to generate the mail that would go to these two groups. He agreed to get on this immediately. He also offered to have the Kennesaw Foundation pay for some clerical support on a part-time basis. I recommended he discuss this with Jerry and Nancy, ,and we specifically discussed the notion of a half-time person three days/week.

**4. Fundraising**: I told him I expected us to have a "target list" of 30-40 potential donors next week, plus a full proposal for funding, and that he should plan to allocate some staff time next week to getting these in the mail. We also discussed the "triangle" relationship between him, Pamla and the potential donor, and agreed that we would discuss the workings of this next week when we send him the target list.

Exhibit 74

| PROJECT | 5/93 | 6/93 | 7/93 | 8/93 | 9/93 | 10/93 | 11/93 | 12/93 | 1/94 | 2/94 |
|---|---|---|---|---|---|---|---|---|---|---|
| Funding | Request for funding complete & mailed to xxx prospective funders<br><br>Funding plan written? –<br><br>Newt travel networking opportunities reviewed –<br><br>Budget reviewed & updated? –<br><br>Phone follow-up underway –<br><br>$50,000 –<br><br>Design liaison process w/donors – | Phone follow-up continues<br><br>Negotiate grants with high volume participants<br><br>Funding plan progress report<br><br>1994 budget & funding plan first draft<br><br>$1,000 donor program? (premiums?)<br><br>Newt calls?<br><br>Newt in NYC?<br><br>$50,000<br><br>Donor liaison | Phone follow-up continues<br><br>PP visits to prospects?<br><br>Funding plan progress report<br><br>1994 funding plan final; begin implementation<br><br>Polished prospectus?<br><br>Newt calls?<br><br>$50,000<br><br>Donor liaison | Funding plan progress report, review, revision<br><br>Phone follow-up continues<br><br>PP visits continue?<br><br>1994 funding plan in full swing<br><br>Newt calls?<br><br>$100,000<br><br>Donor liaison | Repeat from 5/93 forward | Repeat from 5/93 forward | Repeat from 5/93 forward | Repeat from 5/93 forward | Repeat from 5/93 forward | Repeat from 5/93 forward |

Classes GOPAC

GOPAC same way
200,000 month
do all the per $ opport.
– [illegible] mail present members
– plan increase
– mail [illegible]
– need [illegible]
– [illegible] increase
– [illegible]
– [illegible]
– [illegible]
– [illegible]
– [illegible]
= corporation
= [illegible] group sold @ 10 –

= [illegible] Time wall

= [illegible] Newt
= Jeff
= Mesaw
= Foundations – Knight
= GA contacts – Joe Rogers
= –
= Jeff & Cong office (appropriate?)

(date start)

= Dates Trip
= Kellar = T.V. $
[illegible]

Funding plan – Pam do 3/17
= Budget = 1/3 Atex 20,000 + [illegible]
10% budget of 250,000 = Travel
= postage/etc
= # potential/source
= Newt do
= Mesaw do
= full proposal written

$ Corp = buy into program
$ 1000 = premium?
$ can [illegible] program [illegible]

OUT – 1 million dollars
– full proposal

need plan from KCS
= [illegible] other locations for viewing
= [illegible] from donor (Dairy Foundation [illegible])

PP001052

Exhibit 74

Plan//

Jeff = 5 @ 50

or

8 @ —

in front of Gee & Nesert - decide cuts / how / when.

- [illegible] [illegible]

GODAC = plan  chr =

F.D = role

DFD - role // [illegible]

or Budget = include staffing ← justified

Gurley - financial costs.

Exhibit 74

PP001053

| PROJECT | 5/93 | 6/93 | 7/93 | 8/93 | 9/93 | 10/93 | 11/93 | 12/93 |
|---|---|---|---|---|---|---|---|---|
| Textbook | Exploration of publisher options/initial discussions with McGraw-Hill (others?)<br><br>Prospectus written | Draft contract<br><br>Legal/ethics review<br><br>Initial outline?<br><br>Reviewers (different from syllabus reviewers?) | Final contract<br><br>Writing/editing/ production plan<br><br>Outline to reviewers? | Proposed cover design & layout from publisher?<br><br>Exhibit compilation begins (e.g. tables, photos)<br><br>Adoption process? | Sign-off on cover design & layout?<br><br>Lecture transcription & editing begins<br><br>First drafts of initial chapters to reviewers?<br><br>Exhibit compilation continues<br><br>Adoption process? | Transcription and editing continues<br><br>Initial chapters back from reviewers, final editing complete and paging underway<br><br>Exhibits for initial chapters complete and "married" to text<br><br>Middle chapters to reviewers | Transcription and editing continues<br><br>Separate "straight to text" process for final chapter(s)?<br><br>All text complete and married with exhibits; paging and production underway<br><br>Page proofs approved<br><br>Jacket blurbs?<br><br>Index? | Final sign-off for printing<br><br>Distribution begins |

Exhibit 74

| PROJECT | 5/93 | 6/93 | 7/93 | 8/93 | 9/93 | 10/93 | 11/93 | 12/93 |
|---|---|---|---|---|---|---|---|---|
| Readings | Authors selected & contacted<br><br>Newt contacts with authors as necessary<br><br>Initial drafts of papers compiled (including Newt's paper)<br><br>First draft syllabus<br><br>Initial drafts circulated to all authors<br><br>First edits proposed papers back to authors<br><br>McGraw-Hill contract signed (inc. distribution & marketing provisions)<br><br>Proposal for funding mailed to select sponsors. $50,000 committed by 6/1 | Initial drafts back from authors<br><br>Second drafts circulated to all authors (others?)<br><br>Final editing underway<br><br>Cover design approval<br><br>Forwards, acknow-ledgments, etc.<br><br>Final draft syllabus<br><br>Marketing & distribution plan details | Final editing complete<br><br>Paging complete & off to McGraw-Hill<br><br>Marketing & distribution plan final<br><br>McGraw-Hill prepared to receive registration lists & ship<br><br>Advertising in selection publications?<br><br>Pre-publication press conference with authors? | McGraw-Hill receives registration list and receipts & ships most books<br><br>General marketing underway/PR, advertising, etc.<br><br>Authors tape video inserts for class (?)<br><br>Royalties(?) | All books shipped to class registrants not later than 9/5<br><br>Book distribution trouble-shooting<br><br>General marketing continues<br><br>Book promo squib for video scroll?<br><br>Changes for 1994 edition? | Changes for 1994 edition?<br><br>Post-mortem on distribution<br><br>Discuss 1994 distribution plan details w/McGraw-Hill | 1994 edition ready for printing<br><br>First registration lists & receipts to McGraw-Hill | Mail 1994 edition to all class registrants before 12/31 |

Exhibit 74

| 11/93 | 12/93 | 1/94 | 2/94 |
|---|---|---|---|
| Repeat from 5/93 forward | Repeat from 5/93 forward | Repeat from 5/93 forward | Repeat from 5/93 forward |

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$ 1000 = premium ?
$ cost to take program
something towards

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PP001052

Exhibit 74

July 26, 1993

**MEMORANDUM**

TO: Joe

FROM: Newt

RE: RAC and GOPAC fundraising

Some time this week it would be useful for you to sit down with Pam and Jeff in order to develop a coordinated strategy for GOPAC and RAC fundraising. We need to set aside call time to insure that we meet both budgets.

cc: Pam Prochnow
Jeff Eisenach

Exhibit 74

GDC 11518

June 4, 1993

To: Tim Mescon, School of Business Administration
Kennesaw State College

From: Pamla Prochnow, Finance Director
GOPAC

Re: Grant from Cracker Barrel to Kennesaw State College Foundation for the Renewing American Civilization course.

I spoke to Melissa Cain of Cracker Barrel yesterday as follow up to a call that the CEO of Cracker Barrel had with Newt. They have agreed to make a grant of $25,000 in support of the course. In addition, if nine other donors at $25,000 each are found to fund the total budget of the course, they will be willing to consider a second donation for the course during a winter quarter.

Melissa requested that you send Mr. Evins a thank you letter mentioning the amount of $25,000 and the fact that the check should be made payable to the Foundation which is a 501c3. Please bcc: her on the letter.

She will take it from there and have the check sent to you. Please copy me on the letter, as well.

If you should have any questions, I can be reached at (202)484-2282.

Letter to:

Mr. Dan W. Evins
Cracker Barrel Old Country Store
P.O. Box 787
Hartman Drive
Lebanon, Tennessee 37088-0787

bcc to:

Ms Melissa Cain
Marketing Manager
same address

I'm hoping Berman & Co. will be next. Corning a possibility also.

Exhibit 74

GOPAC

THE NATIONAL GRASS-ROOTS ORGANIZATION BUILDING REPUBLICAN LEADERS FOR AMERICA'S FUTURE

440 FIRST STREET NORTHWEST
SUITE 400
WASHINGTON, D.C. 20001

PHONE (202) 484-2282
FAX (202) 783-3306

NEWT GINGRICH
GENERAL CHAIRMAN

HOWARD H. CALLAWAY
CHAIRMAN

Mescon
0200

TELECOPY TRANSMISSION
COVER SHEET

TO Jim Mescon 404 423-653C

FROM Paula Hochwood

DATE 6-4-93

TOTAL # OF PAGES (including cover sheet) 2

REMARKS/MESSAGES Good News

TROUBLE? - PLEASE CALL (202) 484-2282.

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440 FIRST STREET NORTHWEST
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WASHINGTON, D.C. 20001

PHONE (202) 484-2282
FAX (202) 783-3306

NEWT GINGRICH
GENERAL CHAIRMAN

May 11, 1993

Mr. Richard B. Berman
Berman and Company
Suite 1100
607 14th Street, N.W.
Washington, DC 20005

Dear Rick,

Thank you for meeting with me yesterday. I will forward the Journal of Labor Research to Nancy Desmond, the course coordinator. As soon as she has reviewed the content, she and I will meet to see where a discussion of "genesis jobs" might best be included.

Along with the assistance of corporate America, the course "Renewing American Civilization" has a goal creating a climate with increased opportunities for success for all American citizens. Most people today are concerned about how to make this country better prepared to meet the challenges of the 21st century. This course is a positive step to meeting those challenges. I look forward to working with you on this project and hope you will call on me if there are any questions or concerns.

Sincerely,

Pamla H. Prochnow
Finance Director

Exhibit 74

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May 5, 1993

MEMORANDUM FOR JOE GAYLORD
NANCY DESMOND
HARDY LOTT
PAMLA PROCHNOW
JERRY STEADMAN

FROM: Jeff Eisenach

SUBJECT: Attached Kennesaw State College Schedules

Attached are the schedules for the Fall and Winter (1994) quarters at Kennesaw State College.

Note that the Winter schedule is only nine weeks long. When I pointed this out to Newt last night, he indicated a desire to work out an extension with the college so that he can still teach the class in 10 weeks.

By my reckoning, this would mean that his first class in 1994 will be on Saturday, January 8 and the last would be held March 12.

Exhibit 74

MAY 24 '93 09:04 TO:2027833306 FROM:SBDC/KENNESAW T-062 P.01

TO: Kelly Gaudfey FAX - 202-783-3302

2 pages

FALL QUARTER 1993

SEPTEMBER

| | |
|---|---|
| September 3 | Application and Document deadline for Undergraduates, Graduates and Readmissions for Fall 1993 |
| September 18 | Quarter Begins |
| September 18 | Classes Begin |
| September 20-21 | Late Reg. & Add/Drop - Phase III |
| September 21 | Last Day to Petition to Graduate - Fall 1993 |

OCTOBER

| | |
|---|---|
| October 27 | Last Day to Withdraw Without Academic Penalty |

NOVEMBER

| | |
|---|---|
| November 24 | Last Day of Classes |
| November 25-28 | Thanksgiving Holidays |
| Nov. 29 - Dec. 5 | Exams (Dec. 3, Free Day) |

DECEMBER

| | |
|---|---|
| December 2 | Grad. Senior Grades Due at Noon |
| December 11 | Graduation |
| December 11 | End of Quarter |

*No Classes That Begin After 3:30 pm Wednesday, November 24

APPROVED

(Fall93.dtm)

Exhibit 74

PP000127

Approved

## WINTER QUARTER 1994

**DECEMBER**

| | |
|---|---|
| December 6, 1993 | Application and Document deadline for Undergraduates, Graduates and Readmissions for Winter 1994 |

**JANUARY**

| | |
|---|---|
| January 3 | Quarter Begins |
| January 3 | Classes Begin |
| January 1-4 | Late Reg. & Add/Drop - Phase III |
| January 4 | Last Day to Petition to Graduate - Winter 1994 |
| January 17 | Martin Luther King Holiday |

**FEBRUARY**

| | |
|---|---|
| February 10 | Last Day to Withdraw Without Academic Penalty |

**MARCH**

| | |
|---|---|
| March 10 | Last Day of Classes |
| March 11-16 | Exams |
| March 17 | End of Quarter |
| March 17 | Senior Grades Due @ Noon |
| March 26 | Graduation |

Exhibit 74

# EXHIBIT 75

BAKER
&
HOSTETLER
COUNSELLORS AT LAW

WASHINGTON SQUARE, SUITE 1100 • 1050 CONNECTICUT AVENUE, N.W. • WASHINGTON, D.C. 20036-5304 • (202) 861-1500
FAX (202) 861-1783 • TELEX 2357276
WRITER'S DIRECT DIAL NUMBER

(202) 861-1758

July 25, 1996

By Facsimile

James M. Cole
Bryan Cave, LLP
700 Thirteenth St., N.W.
Washington D.C. 20005

Dear Mr. Cole:

I am writing to confirm the substance of our telephone conversation of the other day. As I mentioned to you, Pamla Prochnow informs us that she does not recall Joe Gaylord asking her to do any fundraising for the Renewing American Civilization course.

Please call me if you have any questions regarding the above or if I can be of any further assistance.

Sincerely,

Sean H. Lane

Sean H. Lane

cc: Richard A. Hauser

37-210 1195

Exhibit 75

CLEVELAND, OHIO (216) 621-0200 | COLUMBUS, OHIO (614) 228-1541 | DENVER, COLORADO (303) 861-0600 | HOUSTON, TEXAS (713) 751-1600 | LONG BEACH, CALIFORNIA (310) 432-2827 | LOS ANGELES, CALIFORNIA (213) 624-2400 | ORLANDO, FLORIDA (407) 649-4000

# EXHIBIT 76

GOPAC

THE NATIONAL GRASS-ROOTS ORGANIZATION BUILDING REPUBLICAN LEADERS FOR AMERICA'S FUTURE

440 FIRST STREET NORTH-WEST
SUITE 400
WASHINGTON, D.C. 20001

PHONE (202) 484-2282
FAX (202) 783-3306

NEWT GINGRICH
GENERAL CHAIRMAN

HOWARD H. CALLAWAY
CHAIRMAN

PFF
37450

May 24, 1993

Mr. Jeffrey A. Eisenach, President
Washington Policy Group, Inc.
440 First St. NW
Washington, DC 20001

Dear Jeff:

The letter confirms our conversations concerning Washington Policy Group's agreement with GOPAC.

As we have mutually agreed:

1. GOPAC's existing contract with WPG (Attachment 1) is cancelled effective June 1, 1993, and the 60-day cancellation period is waived by mutual consent. (Outstanding balances owed to WPG by GOPAC will be paid as soon as possible contingent on GOPAC's financial ability to do so, but in no case later than September 1, 1993.)

2. In return for WPG's continued performance of various consulting and planning services (to be performed by you, Michael DuGally and Kelley Goodsell, unless other personnel are approved by GOPAC) GOPAC agrees to pay WPG $8,750 per month for the months of June through September 1993. This amount is based on the expectation that you, Mike and Kelley will be engaged in work on behalf of GOPAC on a "half-time" (i.e. 20 hours/week) basis.

3. It is understood that WPG has entered into a contract with the Kennesaw State College Foundation to provide management services in connection with the Foundation's Renewing American Civilization project, and that this activity is also being undertaken on a "half-time" basis. It is also understood that WPG may solicit and perform services for other clients during this period; you will keep me apprised of the nature and extent of these services, and your monthly invoices to GOPAC will be adjusted downward to the extent these activities prevent you from fulfilling the expectation of a full-time commitment as stated above.

4. During this period, WPG will continue to utilize office space, equipment and supplies at GOPAC, and expenses incurred in the course of your activities on behalf of GOPAC will be reimbursed.

Exhibit 76

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PFF
37451

Washington Policy Agreement
June 1, 1993
Page Two

6. Monthly payments under this contract are due and payable on the 15th of each month (i.e. June 15, July 15, August 15, September 15).

7. This agreement terminates September 30, 1993.

8. Either party may terminate this agreement prior to September 30 upon 60 days written notice. GOPAC may terminate the agreement at any time in the event WPG personnel engage in illegal or unethical conduct having a detrimental effect upon GOPAC, its Board Members, officers or employees.

If this letter represents our understanding, please sign where indicated and return the original to me.

Sincerely,

Joseph R. Gaylord
Chairman

Agreed,

Jeffrey A. Eisenach

6/1/93
Date

Exhibit 76

# EXHIBIT 77

PFF
38289

Pat FYI

Nancy Desmond
5237 Pikes Peak Court
Marietta, GA 30062

July 11, 1993

Mr. Barry Hutchison
Friends of Newt Gingrich
1085 Holcomb Bridge Road, Suite 190-A
Roswell, Georgia 30076

Dear Barry,

Please accept this as my resignation from the role of Congressional Club Director. While I have enjoyed working with the Club on a volunteer basis, it has come to my attention that there may be some problem with my continuing to do so.

In a recent conversation with Newt, he expressed the concern that my involvement in both the Congressional Club and the Renewing American Civilization course at Kennesaw might suggest to some that there is a possible connection between the course and the campaign. As you know, Newt is adamant about keeping the two totally separate and wants it to be clear to everyone that the course is, in no way, connected to his political campaign. The firmness of this resolve on his part and his absolute commitment to maintaining a clear and unequivocal separation between the course and his campaign leave me no alternative but to withdraw from my volunteer post with the Club.

In closing, I would like to express how very much I have enjoyed working with you and with the wonderful members of the Congressional Club. I wish all of you the very best and look forward to our continued friendship.

Sincerely,

Nancy Desmond

Nancy Desmond

cc: Newt Gingrich

Exhibit 77

# EXHIBIT 78

GOPAC

THE NATIONAL GRASS-ROOTS ORGANIZATION BUILDING REPUBLICAN LEADERS FOR AMERICA'S FUTURE

440 FIRST STREET NORTHWEST
SUITE 400
WASHINGTON, D.C. 20001

PHONE (202) 484-2282
FAX (202) 783-3306

NEWT GINGRICH
GENERAL CHAIRMAN

## RENEWING AMERICAN CIVILIZATION

### Spring Charter Meeting and Call to Action
### Washington, D.C.

### April 24-26, 1993

Final Edition

The Willard Intercontinental Hotel
1401 Pennsylvania Avenue, N.W.
Washington, D.C. 20004
202/628-9100

Please be advised that check-in time is 3:00 p.m. The Willard will make every effort to accommodate guests arriving earlier in the day.

**Invited Speakers, Discussion Leaders and Dignitaries**

Hon. Lamar Alexander
Ms. Nida Backaitis
Hon. Bill Brock
Mr. Tony Brown
Hon. Keith Butler
Mr. Tom Clancy
Hon. Terry Considine
Hon. Tom DeLay
Mr. Stephen Entin
Mr. Mark Fullbrook
Dr. John Goodman
Hon. Phil Gramm
Hon. Denny Hastert
Mr. Dan Howard
Ms. Arianna Huffington
Mr. R.J. Johnson
Mr. Jay Keyworth
Hon. Jeane Kirkpatrick
Ms. Anna Kondratas
Hon. Jon Kyl
Mr. Everett Carll Ladd
Ms. Barbara Lawton
Mr. Gordon Ness
Mr. Hal Northrop
Hon. Bill Paxon
Hon. Tommy Thompson
Mr. Paul Weyrich
Mr. Jack Whelan

Exhibit 78

Conference fee is optional for Charter Members and $300 per person for potential Charter Members and spouses. Business dress is appropriate for all sessions.

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**Saturday, April 24:**

2:00 - 5:00 p.m. **Planning Session: Franchising Grass-roots Organization**
o Jeff Eisenach, Mark Fullbrook, Joe Gaylord, Gordon Strauss
The Willard Pierce Room, Lower Level

7:30 p.m. Informal Dutch Treat Dinner with Planning Participants
o Newt Gingrich
The Occidental Grill, Presidential Room
1475 Pennsylvania Avenue, N.W. (adjacent to the Willard)

**Sunday, April 25:**

1:00 - 1:30 p.m. Opening Ceremony and Remarks
The Willard Ballroom, Lower Level

1:30 - 2:30 p.m. **Keynote Address: Renewing American Civilization**
o Newt Gingrich
The Willard Ballroom, Second Floor

2:30 - 5:00 p.m. **Breakout Sessions: Advancing the Five Pillars of Twenty-first Century Democracy**

**Personal Strength**
o Keith Butler
The Willard Chase Room, Second Floor

**Quality**
o Nida Backaitis, Dan Howard, Barbara Lawton
The Willard Douglas Room, Second Floor

**Technology**
o Jay Keyworth
The Willard Taft Room, Second Floor

**Entrepreneurial Free Enterprise**
o Tony Brown, Gordon Ness
The Willard Stone Room, Second Floor

**The Principles of American Civilization**
o Arianna Huffington
The Willard Brandeis Room, Second Floor

Exhibit 78

**Sunday, April 25 (continued):**

| | |
|---|---|
| 5:00 - 6:00 p.m. | **Working Group Reports**<br>The Willard Ballroom, Lower Level |
| 6:00 - 6:45 p.m. | **Break** |
| 6:45 p.m. | **Bus Shuttles Begin Departing F Street Entrance of the Willard for the Sewall-Belmont House** |
| 7:00 - 10:00 p.m. | **Testimonial Dinner in Honor of Bo and Beth Callaway**<br>The Sewall-Belmont House<br>144 Constitution Avenue, N.E. |

Evening Program to include presentations by Bill Brock, Terry Considine, Newt Gingrich, Phil Gramm, Jeane Kirkpatrick, and Hal Northrop

| | |
|---|---|
| 10:00 p.m. | Bus Shuttles Depart Sewall-Belmont House for the Willard |

Exhibit 78

**Monday, April 26:**

| | |
|---|---|
| 7:30 a.m. | Breakfast Buffet |
| 8:00 - 9:00 a.m. | Breakfast Address: Clear and Present Danger<br>o Tom Clancy<br>The Willard Crystal Room, Lobby Level |
| 9:00 - 10:15 a.m. | Solving the Policy Crises of Today<br>o Moderated by Congressman Tom DeLay, Texas<br>Economic Growth<br>o Stephen Entin<br>Health<br>o Dr. John Goodman<br>Inner City<br>o Anna Kondratas<br>The Willard Ballroom, Lower Level |
| 10:15 - 10:30 a.m. | Break |
| 10:30 - 11:15 a.m. | Status Report on Health<br>o Congressman Denny Hastert, Illinois<br>o Jack Whelan, Golden Rule Insurance Company<br>The Willard Ballroom, Lower Level |
| 11:15 - 12:30 p.m. | Report to Shareholders<br>o Jeff Eisenach<br>Franchising Grass-roots Organization<br>o Mark Fullbrook<br>Wisconsin Victories<br>o R.J. Johnson<br>Satellite Broadcast Communication<br>o Paul Weyrich<br>The Willard Ballroom, Lower Level |
| 12:30 - 2:00 p.m. | Luncheon Address: The Future of the Republican Party<br>o The Honorable Lamar Alexander<br>The Willard Crystal Room, Lobby Level |
| 2:00 - 2:15 p.m. | Break |

Exhibit 78